

# CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruits, Provision,  
Canned Goods and Foodstuffs Trades of Canada.

Montreal: 781-782 Eastern Townships Bank Bldg.  
London, Eng.: 88 Fleet St., E.C.

Toronto: 143-149 University Ave.

Winnipeg: 34 Royal Bank Building

New York: 115 Broadway

VOL. XXVI.

PUBLICATION OFFICE: TORONTO, JANUARY 19, 1912

No. 3

There's no disputing the fact that

KEEN'S



OXFORD

BLUE

holds pride of place for quality and economy in use. Housewives the wide world over use Keen's and nothing else. Lose no chance offering to strengthen your hold on the family trade; stock up with KEEN'S—it's always in demand.

For Sale by all the Canadian Jobbing Trade

MAGOR, SON & CO.,

403 St. Paul Street, MONTREAL  
30 Church Street, TORONTO

Agents for the Dominion of Canada



Suppose Some Girl is Ordering for  
A "Taffy Pull"

you might just suggest to her or to her mother that to make the simplest and most golden taffy there is nothing superior to

**CROWN BRAND CORN SYRUP**

It is simply perfect and makes delicious, wholesome caramels and butterscotch as well. There is nothing like Crown Brand to make a "taffy pull" a sure success.

THE EDWARDSBURG STARCH CO.  
LIMITED  
MONTREAL—CARDINAL—TORONTO—BRANTFORD—VANCOUVER



## Sales *MUST* Repeat

Over nine hundred thousand housewives now use FIVE ROSES—Because it has the *Selling Ability*. The same difference that exists between a counter attendant and a good salesman.

Do YOU know what that means? Just this—That the first bag must sell the second.

Advertising has a tremendous driving force—yet it can sell only one bag.

Your own salesmanship can make only first sales—trial orders.

The flour itself must have the compelling *magnetic* influence that draws irresistibly the customer back in spite of price and favor.

Twenty-three years ago there were—all told—only 800 barrels of FIVE ROSES flour sold in the world.

To-day there flows out of the big FIVE ROSES mills a constant uniform stream—10,500 barrels a day. Can any sane person deny in the face of such brutal facts that FIVE ROSES must possess a compelling sales force?

FIVE ROSES will not sell itself—no flour will.

Five Roses is packed to suit your trade in barrels and halves. Also in bags of 7, 14, 24, 49, and 98 lbs. Daily capacity, 10,500 barrels.

But once introduced, Brother Grocer, your trade is riveted for all time.

A woman can no more give up the FIVE ROSES habit than she can abandon her keen ambition for better baking.

Consider merely the dollar-and-cents side—just think how safe your trade might be—

If YOU could sell FIVE ROSES flour.

Maybe you can—maybe you can't, for we don't sell everybody, remember that.

Write our nearest office—perhaps we can come together.

Write NOW.

LAKE OF THE WOODS MILLING COMPANY, LIMITED

"The House of Character"

Montreal Toronto Ottawa London St. John Keewatin Winnipeg Vancouver

# Five Roses Flour

Not Bleached



Not Blended

11 Go Meo



THE CANADIAN GROCER



11 Gold Medals 11

11 Gold Medals 11

A soap for a sensitive complexion, or delicate lingerie, etc., must necessarily be produced with skill, experience and honesty, linked with purity--the soap must be clean to wash clean.

### "Le Calice" Castile Soap

is no tallow soap, it is antiseptic, sanitary, cleanly. Contains no corrupt animal fat, is pure as oil and skill can make it.

Substitute no other, Mr. Grocer:--- this is what your customers are wanting.

*SELL ONLY THE BEST*

*IT PAYS*

**ARTHUR P. TIPPET & COMPANY**

AGENTS

**Montreal**

**Toronto**





## If you could stand beside each clerk as he makes a sale, and make a note of the details

there'd not be much chance for mistakes, would there?

You would know the amount and kind of the transaction, and who handled it.

You would know that the customer got the right change, and that you got the right amount of money.

You'd have a record of every cash transaction in the store that would make the night's "balance" a very simple matter.

And your clerks would be better salesmen, more careful and accurate because they would get credit for good work, and know that the blame for mistakes would be fixed beyond dispute.

## That's exactly what a National Cash Register does for you

The amount and kind of each transaction is publicly displayed and a positive and permanent record kept for your private inspection.

Separate adding wheels show you the totals of Cash Sales, Charge Sales, Money Received on Account and Money Paid Out—at any time during the day.

The Sales Strip, kept locked inside the machine, gives you an itemized record of every transaction made during the day—just as complete as if you followed your clerks all day and recorded the various amounts yourself.

You know how many customers each clerk waited on—the amount of each clerk's sales for the day, a separate record of each sale—who made the mistakes—who did the best work—and you know exactly the amount that should be in the cash drawer.

The National keeps track of every detail of every transaction—stops leaks, checks losses. How can you afford to be without one?

You place yourself under no obligation by writing for Free booklets, explaining the uses of National Cash Registers in your business. Write now to

## The National Cash Register Company

Canadian Factory at  
TORONTO.

F. E. MUTTON, Manager for Canada,  
285 Yonge St., Toronto.

EAGLE  
CONDENSED



This  
all the  
have no  
We w  
May---O  
if you p

MASON

J

WM

MONTRE

# BORDEN'S EAGLE BRAND CONDENSED MILK      EVAPORATED MILK PEERLESS BRAND



By recommending these Brands  
you will please your customers.

They are the best that  
Science can produce.

BORDEN'S CONDENSED MILK CO.  
"Leaders of Quality"      Established 1857



Sales Offices and Agencies:—

**Mason & Hickey, Winnipeg and Calgary**  
**WILLIAM H. DUNN**  
**Montreal, Toronto and Vancouver**

## Pyramid Fly Catcher

REGISTERED

Place your order now to insure early  
delivery. Do not accept a substitute.

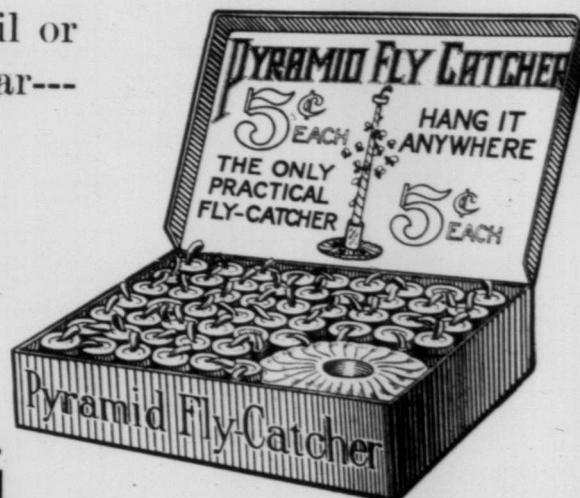
This device has taken so readily that we have been unable to fill  
all the repeat orders at the end of the season---consequently we  
have no old stock.

We will guarantee delivery in April or  
May---of stock manufactured this year---  
if you place your order NOW.

Selling Representatives:

MASON & HICKEY, WINNIPEG and CALGARY  
J. W. NUNN, VANCOUVER, B.C.  
J. FRANCOIS TURCOTTE, QUEBEC

**WM. H. DUNN, Sole Importer**  
MONTREAL, TORONTO AND VANCOUVER



# THE NAME "FAIRBANK" MEANS SOAP SURETY



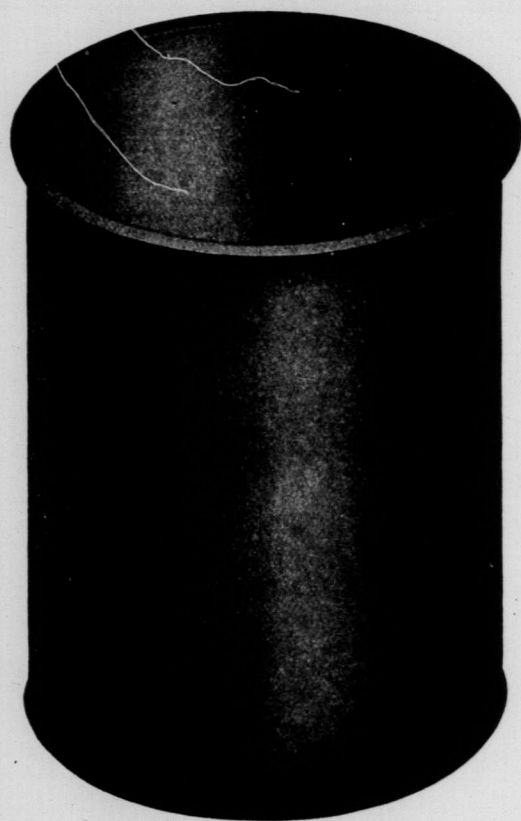
## GOLD DUST

Our constant, persuasive, impressive advertising keeps women everywhere reminded of the cleansing power of GOLD DUST, and that cleansing power keeps them using GOLD DUST all the time. But the grocer who pushes GOLD DUST can sell three times as much as if he just let it sell itself, because it's a case of his push working together with the powerful push of our advertising.

"Just try pushing GOLD DUST"

*"LET THE GOLD DUST TWINS DO YOUR WORK."*

THE N. K. FAIRBANK COMPANY, MONTREAL



## SANITARY CANS

FOR

**"Winter Pack"**

Baked Beans, Soups,  
Meats, Condensed Milk,  
Evaporated Milk ❁ ❁

**Sanitary Can Co., Ltd.,**

Niagara Falls, Ont.



O

DOM



## ON TOP TO STAY

They satisfy all classes of your trade for baked beans. Advertise that 3's Family size contain the most beans at the lowest price---a better quality at a low price. Combined with proper cooking, and right amount of flavoring ingredients the

### “SIMCOE BAKED BEANS”

have become the popular table commodity with all classes. They are cheaper, more superior in quality and nutritive powers than “high priced” potatoes.

*The opportunity for a grocer to suggest  
a good meal to his customers.     :     :*

**DOMINION CANNERS LIMITED, HAMILTON**  
**ONTARIO**



## Delights for the Family Table

Brand's "A-1" and "Worcestershire" Sauces give delight to the plainest fare, being tasty with fish, flesh or fowl. Try them yourself, Mr. Grocer and you will recommend them with enthusiasm.

# A-1 SAUCE

is sold at prices within the reach of all, together with an international reputation which makes it profitable to the dealer.

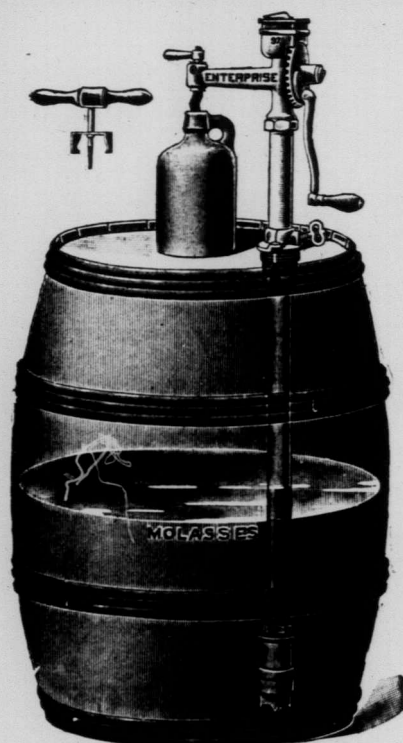
*Keep your supplies up*

## BRAND & CO., Limited

Purveyors to H.M. the Late King Edward VII.

MAYFAIR. LONDON, ENGLAND

H. HUBBARD, 27 Common St., MONTREAL,  
NEWTON & HILL, 25 Front St. E., TORONTO,  
MCLEOD & CLARKSON, VANCOUVER, B.C.



*Extended tube can be furnished connecting Pump in store to barrel in cellar.*

## "ENTERPRISE"

Old style grocers find a call for molasses usually annoying—it often means a trip down into the cellar; handling of sticky measures—impossible to measure accurately. How different when equipped with the

## "ENTERPRISE" Self-Priming and Measuring PUMP

THE NEW TOTAL REGISTERING DEVICE keeps tabs of the barrel's contents—you're never "out of molasses." And the pump is positively accurate—"Enterprise" make—4 revolutions of the crank and you have a pint—no more—no less.

We manufacture a large line of Coffee Mills for hand, steam and electric power and other specialties for the modern grocer. Ask for our catalog.

## The Enterprise Mfg. Co. of Pa.

PATENTED HARDWARE SPECIALTIES

Philadelphia, Pa., U.S.A.

21 Murray Street, New York

544 Van Ness Avenue, San Francisco



"GRAND PRIX," FESTIVAL OF EMPIRE EXHIBITION, LONDON, 1911

21 Royal  
Appointments



32 Prize  
Medals

# PEEK, FREAN'S BISCUITS



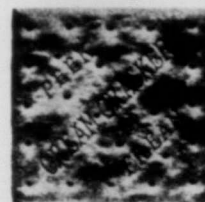
PAT-A-CAKE



BILLIKEN



GOLDEN PUFF



CREAM CRACKER



TEXAS CRACKER



MILK



DIGESTIVE



BOURBON

---

FULL LIST AND ILLUSTRATED ALBUM ON APPLICATION

---

AGENTS IN WESTERN CANADA :

The W. H. Malkin Co., Limited, Vancouver.

Ruttan & Chipman, Fort Garry Court, Winnipeg.

**PEEK, FREAN & CO., Ltd., Biscuit Manufacturers,**  
LONDON, ENGLAND



## EXTRA QUALITY DEMANDS BUSINESS

In any store. You could sell

# Pink's Jams

if there were ten times as many ordinary makes on the market.

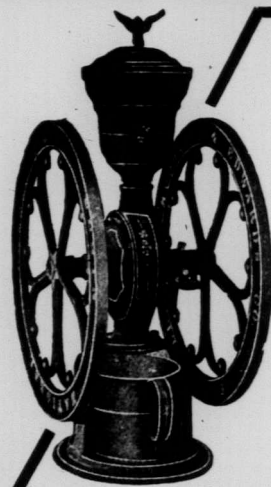
Sole Canadian Distributors

**The Manufacturers' Agency Co.**

Montreal  
St. John, N. B.  
Halifax, N. S.  
Boston, U. S. A.

J. W. Windsor,  
S. Cecil Irvine,  
C. E. Creighton,  
Gen. Sales Office,

22 St. John Street  
48 Princess Street.  
Bedford Chambers.  
330 Board of Trade Bldg.



### BUILT ON MERIT

The easiest running, quickest grinding and most attractive mill for your store is the

## ELGIN National Coffee Mill

It is equipped with our new style force feed steel cutting grinders, which make for fast grinding and durability.

Prompt shipments our specialty.

Ask any of the following Jobbers for our Catalogue :

WINNIPEG—G. F. & J. Galt (and branches) The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).  
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co. Kelley, Douglas & Co., Ltd.  
HAMILTON—Jas. Turner & Co.; Balfour, Sims & Co.; McPherson, Glasco & Co.  
TORONTO—Eby, Blain, Ltd.  
LONDON—German, Eckert & Co.  
ST. JOHN, N. B.—G. E. Harbour Co., Dearborn & Co.  
REGINA, SASK.—Campbell, Wilson & Smith  
MONTREAL—The Canadian Fairbanks Co. (and branches).  
EDMONTON, ALTA.—The A. MacDonald Co.

MADE BY

**Woodruff & Edwards Co.**  
ELGIN, ILL., U.S.A.



## The One Salt

you can guarantee to be absolutely pure, and free from adulteration, grit or bitterness—is

## WINDSOR SALT

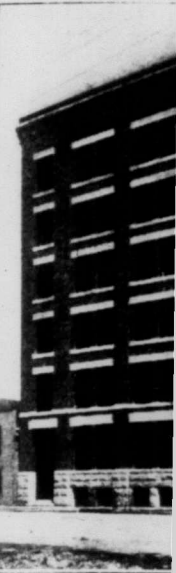
Nearly everybody uses it in preference to any other salt.

**THE CANADIAN SALT CO.,**  
LIMITED

WINDSOR,

ONTARIO.

TEE



WINNIPEG



SASKATOON



CALGARY

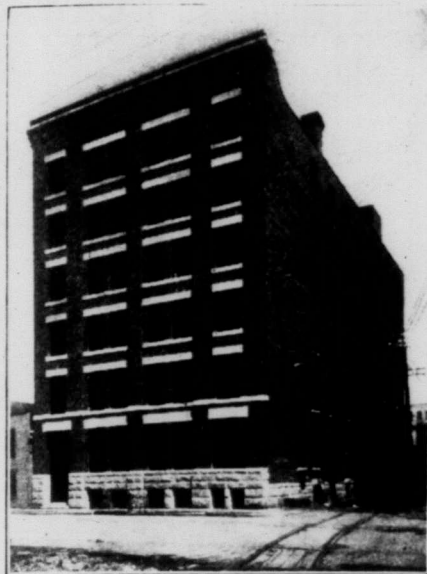
THE CANADIAN GROCER

# TEES & PERSSE, LIMITED

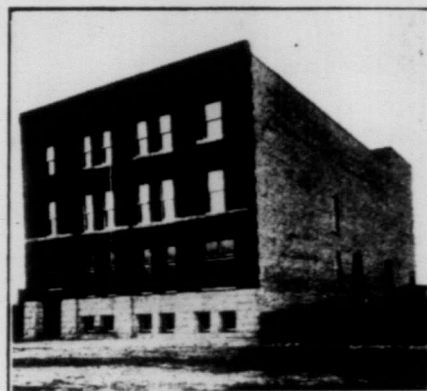
ESTABLISHED 1884

**Manufacturers' Agents  
& Warehousemen**

PORT ARTHUR	FORT WILLIAM
WINNIPEG	REGINA
SASKATOON	MOOSE JAW
CALGARY	EDMONTON



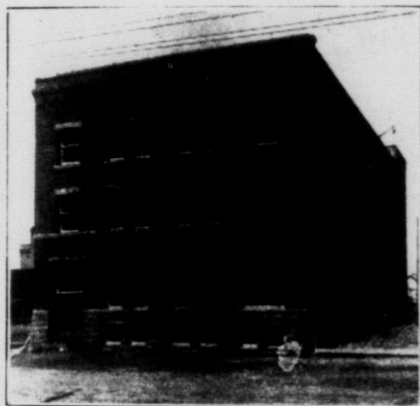
WINNIPEG WAREHOUSE



MOOSE JAW WAREHOUSE

Resident Salesmen calling on  
**EVERY** jobber  
**EVERY** day

Agencies and Consignments  
Solicited.



SASKATOON WAREHOUSE

Solid Brick and Stone Ware-  
houses of approved Mill Con-  
struction, located on private  
spurs, low insurance rates.

Handling and storage facilities  
the very best.

Flats to rent in our new Moose  
Jaw and Saskatoon Ware-  
houses.



REGINA WAREHOUSE



CALGARY WAREHOUSE

---

---

**TEES & PERSSE, LIMITED**

WINNIPEG	PORT ARTHUR	FORT WILLIAM
REGINA	SASKATOON	MOOSE JAW

---

---

**TEES & PERSSE OF ALBERTA  
LIMITED**

CALGARY      EDMONTON.

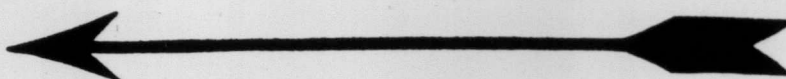
---

---

"From the Great Lakes to  
the Rockies."



EDMONTON WAREHOUSE



**GOOD SOAP VALUE**

You should sell the kind of soap that makes your house-keeping customers think yours is the only store for good values.

A pure, hard, long-lasting soap—this means economy—something that everybody is looking for.

*It Takes Well Everywhere*

**Guelph Soap Company, Guelph, Ont.**



There is a big difference in the quality and flavor between one line of

**MINCEMEAT**

and another. But all the people who have or will compare the **STERLING BRAND**, with its pure spices, fruits and peels, with any other make, realize at once a big difference in favor of **STERLING**.

**THE T. A. LYTTLE CO.**  
LIMITED

Sterling Road, - Toronto

**KO-KO-BUT  
TALK NO. 6**

Have you been following what we have been saying to you for the past number of weeks? If so, you ought to be satisfied that **KO-KO-BUT** is a "big thing" for you. If not, let us once more state that

**KO-KO-BUT**

is 100% pure.

Is [more] economical than butter or lard for all cooking purposes.

It makes cooking [always] turn out satisfactory.

We Will Do Free Advertising For You.

*Just Write for Proposition.*

**Dominion Coconut Butters Limited  
Montreal**



**Does Its Work With Ease!**

Every wife and every husband have at sometime or other use for a hand cleaner. We place in your hands an article of merit in

**TIGER HAND CLEANER**

Tiger is made by a practical chemist with long experience—the result is a hand cleaner that will remove any and all stains with the same ease that you would wash with a toilet soap.

Be prepared to meet the daily demand by ordering to-day. It is good profit.

**The Tiger Mfg. Co., Walkerville, Ont.**

**The**

There is no higher reput and deliciou

**ADA  
W**

The ingredia absolutely p of scrupulou

If you are no Sauce—writ interest you.

ALEX. TYTLER  
J. A. CROOKS...  
KIRKLAND & B  
G. C. WARREN

**Kit C  
G**

Excelling in quality on the market.

is rapidly capturing The quantity—16 oi give but 12. Both points tell he customers.

Standard Brokera Green & Co., Toron Nfld Co., Ltd., St. & Grenier, Quebec Port of Spain, Trin the Wholesale Groc

O. Lefebvre, Pr

## The Best Quality

There is no other Brand on the market with a higher reputation for absolute purity of materials and deliciousness of flavors than

## ADAM & CO.'S Worcester Sauce

The ingredients of this sauce are guaranteed absolutely pure and prepared under conditions of scrupulous cleanliness and efficiency.

If you are not handling Adam & Co.'s Worcester Sauce—write for information, the profit will interest you.

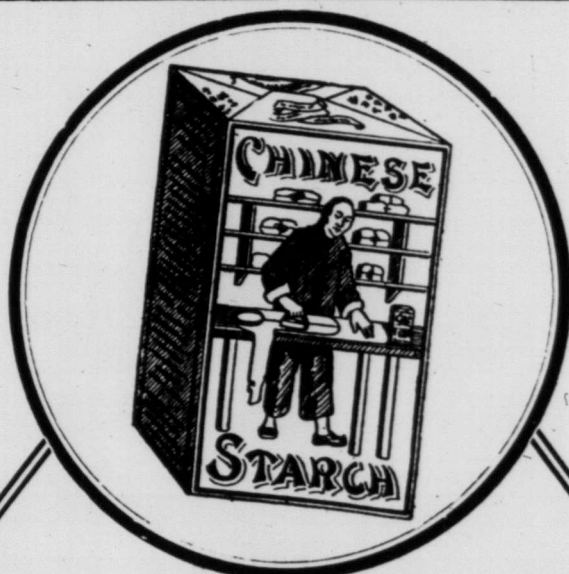
Canadian Agents:

ALEX. TYTLER ..... Temple Building, London, Ont.  
J. A. CROOKS ..... Bedford, Halifax, N.S.  
KIRKLAND & ROSE ..... 312 Water Street, Vancouver, B.C.  
G. C. WARREN ..... Regina, Sask

PROPRIETORS:

## Kit Coffee Company

Govan, Glasgow, Scotland



### ON BOTH POINTS

Excelling in quality and exceeding in quantity any of its competitive brands now on the market.

### CHINESE STARCH

is rapidly capturing the market. The quality had long since been established. The quantity—16 ounces in every package—is making inroads on other lines that give but 12.

Both points tell heavily in favor of the grocer in meeting the demand of his customers.

WRITE FOR PRICES

AGENT S

Standard Brokerage Co., Vancouver, B.C.; W. H. Escott Co., Winnipeg, Man.; Green & Co., Toronto, Ont.; Norman D. McPhee, Hamilton, Ont.; The Lawrence Mill Co., Ltd., St. John's, Nfld.; J. J. McKinnon, Charlottetown, P.E.I.; Boivin & Grenier, Quebec, Que.; Eug. Follot, St. Pierre, Miquelon; Soot, Boyd & Co., Port of Spain, Trinidad, B.W.I.; Desmarais & Gregoire, Chicoutimi, Que.; and all the Wholesale Grocers throughout the Dominion.

O. Lefebvre, Prop. OCEAN MILLS MONTREAL

## "ESKIMO" Sardines

The Brand to handle,  
both for quality and  
quantity.



## The Right Season

The time is now at hand for heavy sales of sardine lines. Our brand, packed under official inspection in guaranteed pure olive oil, is reliable in quality and moderate in price.

ORDER TO-DAY FROM YOUR  
WHOLESALE OR WRITE TO

MONTREAL—J. W. Windsor	LONDON, ONT.—Geo. L. Gillespie
QUEBEC—Albert Dunn	WINNIPEG—W. H. Escott Co.
HALIFAX—A. B. Mitchell	CALGARY—H. Donkin & Co.
ST. JOHN, N.B.—W. S. Clawson & Co.	EDMONTON—Dominion Brokerage Co.
TORONTO—A. E. Richards & Co.	HAMILTON—A. E. Richards & Co.
	VANCOUVER—H. Donkin & Co.

## Confectionery and the Rise in Sugar

The present high price of Sugar will undoubtedly have an effect on the price of confectionery. Many makers will raise their prices and cut down your profits, but

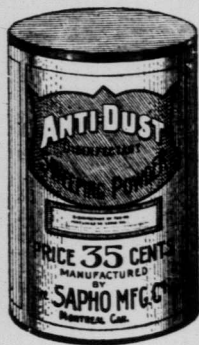
### John Gray & Co., Ltd., Glasgow, Scotland

bought heavily before the rise and are offering their famous Boiled Sugar Goods at right prices to give you a worth-while profit.

We have a reputation of over one hundred years for high-class candy making

*Prices and particulars from*

Agent for Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta: W. H. DUNN, 396 St. Paul St., Montreal; Toronto: LIND BROKERAGE CO., 73 Front Street East; Ottawa: E. M. LERNER & SONS, 11 York Street; British Columbia and Yukon: KIRKLAND & ROSE, 312 Water Street, Vancouver.



**ANTI-DUST**  
**DEODORIZES**  
**DISINFECTS**

Introduce this to the housewife and she will always insist on having it. This is the most effective up-to-the-minute cleaner and disinfectant and not an imitation.

It eradicates germs and microbes, leaving a sweet fragrant smell. You should use it in your store, Mr. Grocer—you will be enthusiastic with the result.

Stock It. Sell It. Repeats Follow.

**The Sapho Mfg. Co., LIMITED**  
MONTREAL

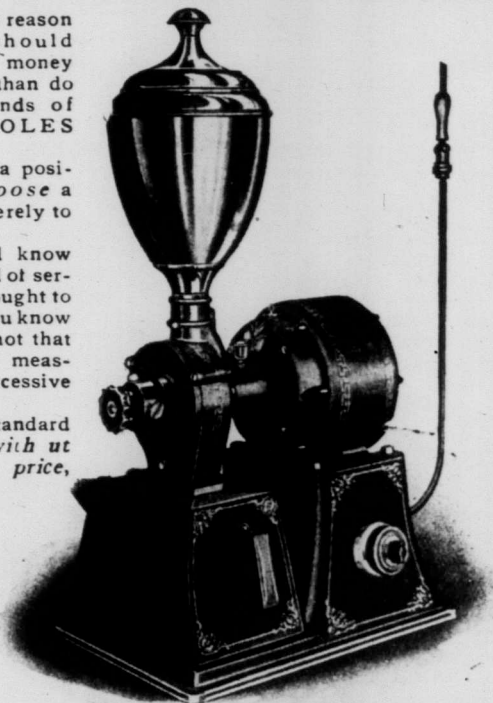
### To the Intending Purchaser of a Coffee Mill

There is no reason why you should spend more money for a Mill than do the thousands of users of COLES mills.

You are in a position to *choose* a Mill, not merely to *buy* one.

You should know the standard of service a Mill ought to give, and you know whether or not that standard is measured by excessive price.

It is this standard of service with *ut* *exce* *sive* *price*, which is *to* *day* *satisfying* thousands of users of our Mills



**COLES MFG. CO., Philadelphia, Pa.**

AGENTS—Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Eby, Blain, Limited, Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

# FARROW'S 'A-1' MUSTARD

**THE BEST BRITISH MAKE—DIRECT FROM THE GROWERS**

In every market of the world FARROW'S "A-1" has forced its way. Write your nearest agent for a sample tin. Compare the get up, the quality and the price—then you'll know the reason why!

CANADIAN AGENTS:—

W. G. PATRICK & CO., 77 York Street, Toronto; T. A. MACNAB & CO., Cabot Bldgs., St. John's, Newfoundland; W. A. SIMONDS, 89 Union St., St. John, N.B.; RUTTAN & CHAPMAN, Fort Garry Court, Main St., Winnipeg; ROSE & LAFLAMME, 400 St. Paul St., Montreal; C. E. CHOATE & CO., Pickford & Black's Wharf, Halifax.

Diff

Differ

(This

It give  
shippin  
WHISKY  
made w

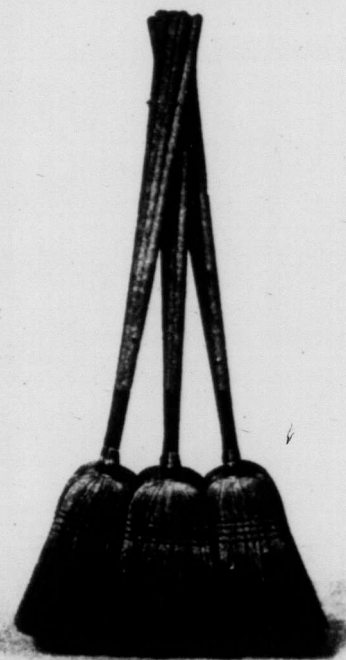
The ho  
by swee

And th  
in hand  
line.

Wr  
sen  
gua

The Par  
692 Welling

# Different People Have Different Pleasures



(This is the Parker Broom)

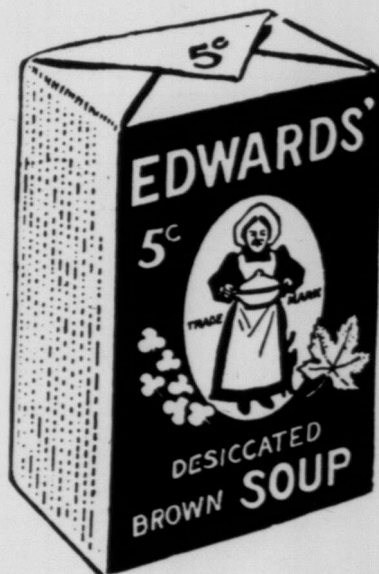
It gives us much pleasure in shipping out **BROOMS** and **WHISKS** of best quality, being made well and worth the money.

The housewife will find pleasure by sweeping with this broom.

And the dealer will find pleasure in handling such a high grade line.

Write for prices, or better, send in a trial order—we guarantee price and quality.

**The Parker Broom Company**  
692 Wellington St. OTTAWA



## THIS NEW SOUP PRODUCT

provides rich, nourishing soup without any bother in preparing it  
Practically every woman in Canada sees the big advertisement of

# EDWARDS' DESICCATED SOUP

Every woman who sees it on your shelves or counter is eager to try it.

Every woman who has bought it keeps on buying it.

That is why EDWARDS' DESICCATED SOUP is having such a splendid sale.

New customers are flocking to stores which feature this new Soup and display it prominently.

## EDWARDS' Desiccated SOUP

is made in three varieties—Brown, (made of best beef and fresh vegetables) Tomato and White (both vegetable.) Retails at 5c a package and in canisters at 15c and 25c.

If you haven't already stocked this Soup, send in a sample order or write for a package of each variety with wholesale prices. Novel Window Cards and other Sales producers liberally supplied.

===== DISTRIBUTORS =====

WM. H. DUNN, 396 St. Paul St.,  
W. G. PATRICK & CO.,  
W. H. ESCOTT & CO.,

Montreal  
Toronto  
Winnipeg

# PLAINLY STATED

You have in 'Camp' an article of established merit, one you can offer with perfect confidence, and one of unequalled power to bring and keep custom. Your stock is really not complete without you have

# 'Camp' Coffee

'Camp' in addition shows a substantial profit-margin.

Makers: R. Paterson & Sons, Ltd., Glasgow



**WHY**  
are the best of grocers handling L'ETOILE MACARONI?

**WHY**  
do grocers make big profits from L'ETOILE GOODS?

**WHY**  
are grocers in general beginning to make displays of ALIMENTARY PRODUCTS?

**BECAUSE**  
L'Etoile Macaroni is PERFECTION.


**BECAUSE**  
L'Etoile is Canadian made, but just as good as the imported—and there is no CUSTOMS DUTY.

**BECAUSE**  
The housewife appreciates good MACARONI, VERMICELLI and SPAGHETTI once she gets it, and always ORDERS MORE.

ARE YOU WELL STOCKED?

**Cie Francaise des Pates Alimentaires**  
MONTREAL

By Royal Letters Patent.



# NELSON'S

Gelatine and Liquorice

# LOZENGES

Should be in your confectionery department.

**C. NELSON, DALE & CO., LTD.,**  
WARWICK, ENGLAND.

## "EUREKA"



Canada's Scientific and Sanitary REFRIGERATOR

There are more Eureka Refrigerators in use in Canada by Butchers, Grocers, Creameries, Hotels, Restaurants, Hospitals, Public Institutions, etc., than all other patented Refrigerators combined.

The above is the strongest guarantee of an article's superior merits.

WRITE FOR CATALOGUE AND PRICES.

**Eureka Refrigerator Co., Ltd.** 54 NOBLE STREET TORONTO

Montreal Representative  
JAMES RUTLEDGE Telephone St. Louis 3076  
Distributing Agents, WALTER WOODS & CO., Winnipeg  
Agents at Fort William, Hamilton, Calgary, Moosejaw, Saskatoon

Sweet

Mak

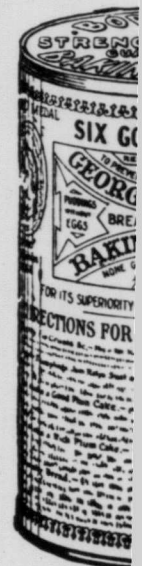
Easily pre

Trade-mark

Choice and perfe  
Jelly Pow  
Your s  
guarantee

I X L S

LONDON



1 lb., 1/2 lb  
Economic

George B

LONDON

Canadian Agent:  
Christine



## Sweetheart Brand Jelly

Makes a perfect Dessert.

Easily prepared and a favorite with all.

Trade-mark



of QUALITY

Choice materials, finest fruit flavors, and perfect art in making, ensure our Jelly Powder a winner.

Your sales increased and satisfaction guaranteed.

**I X L SPICE & COFFEE MILLS,**  
LIMITED  
LONDON, - - ONTARIO.

## ROYAL SALAD DRESSING

Our new Canadian factory, made necessary by our greatly increased business, is now in shape to handle orders of **ROYAL SALAD DRESSING** promptly.

If your jobber does not carry it write to us direct.

The most particular people demand "Royal."

MADE ONLY BY

**THE HORTON - GATO MFG. CO.**  
WINDSOR, - CANADA



ALL GROCERS SHOULD STOCK

### Borwick's BAKING POWDER

The original Baking Powder with a world-wide reputation of 70 years. A genuine British manufacture and recognized as the standard article in the Mother Country.

Made from the finest and purest ingredients, absolutely free from alum, acid phosphates or deleterious substances.

½ lb., ¼ lb. and 1 lb. Tins.  
Economical and Reliable.

**George Borwick & Sons**  
Limited  
LONDON, ENGLAND

Canadian Agent: KENNETH H. MUNRO, 333  
Cristine Building, MONTREAL



### Three Lines You Should Know and Introduce to Your Customers

Tone up your stocks of Condensed Milk by adding these three lines—New Ones and Good. They will bring you new customers and quick returns.

St. George Evaporated Milk, 4 doz. in case, \$3.35  
Princess Condensed Milk, 4 doz. in case, \$3.90  
Banner Condensed Milk, 4 doz. in case - \$4.40

Order from your wholesaler or direct from the factory. Delivered in 5 case lots to any point in Ontario or East to Halifax.

**J. MALCOLM & SON**

ST. GEORGE

ONT.

## DO THEY COME AGAIN?

Those new customers of yours that you get with so much trouble and sometimes at some expense? Does the **QUALITY** of your goods **HOLD** them? You cannot afford to lose a single customer in these days of competition and express deliveries from large city stores.

**WE** are the direct representatives of manufacturers of goods of the highest quality, the kind of goods that will bring your customers regularly to **YOUR** store for what they want. **WE** are constantly being offered new and direct lines from these manufacturing houses.

**YOU** may profit by our unique connection and by our unequalled facilities for supplying you with everything you want, promptly and efficiently. Your smallest order has our personal supervision. Let us hear from you **NOW**. We can help you with "**QUALITY GOODS**" to **PERMANENT BUSINESS!**

**RICHARDS & BROWN, - - - WINNIPEG**  
Wholesale Commission Merchants



### THE "WALKER BIN" SYSTEM



is the only Complete Line of Modern Grocery Fixtures Manufactured in Canada.

It affords the best-known facilities for handling a grocery stock of any size and displaying that stock to the best advantage.

A "Walker Bin" Outfit will put new life into your business, and the cost will be small compared with the results that are bound to follow.

Write for Illustrated Catalogue  
"MODERN GROCERY FIXTURES"  
and let us give you an estimate.

**Walker Bin & Store Fixture Co.**  
LIMITED

REPRESENTATIVES:-

Manitoba: Watson & Truesdale, Winnipeg, Man.  
Saskatchewan and Alberta: J. G. Stokes,  
Regina, Sask.  
Montreal: W. S. Silcock, 33 St. Nicholas Street

Berlin, Ontario



A  
Grocery  
Clerk

should know the quality of every article he sells; thus satisfying the buyer and increasing his own selling ability.

## RIDEAU HALL COFFEE

has the distinction of being perfectly blended and roasted, which has given it an enviable reputation among coffee experts. It is a fast-selling stock, and each sale means a satisfied customer and a step forward for both clerk and employer.

**Gorman, Eckert & Co.**  
LIMITED  
LONDON, Ont. WINNIPEG, Man.



## Have No Hesitation

in recommending to your best customer

## 'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste 'Bluenose' yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

**SMITH  
AND  
PROCTOR**

SOLE PACKERS

Halifax, - N.S.

# CLARK'S

## Boston Baked Pork and Beans

are WITHOUT PARALLEL when it comes to PURITY and all round EXCELLENT QUALITY.

¶ There is nothing that sells so quickly and surely as

### CLARK'S PORK AND BEANS

¶ Every can is guaranteed.

¶ CLARK'S PORK AND BEANS represent money to you.

### CLARK'S PORK AND BEANS



WITH TOMATO SAUCE  
6 SIZES

PLAIN SAUCE  
6 SIZES

CHILI SAUCE  
3 SIZES

**W. CLARK**

**MONTREAL**

Manufacturer of the Celebrated MINCE MEAT in the NEW STYLE CAN

# JAPAN TEAS

Both the **JOBBER** and the **RETAILER** should remember that **JAPAN TEAS** are not so staple as others, and while they can in consequence obtain better profits, can with impunity recommend them for their distinct, pleasing character and absolute purity.

## FURUYA & NISHIMURA

MONTREAL

NEW YORK

CHICAGO

JAPAN



Are you handling the above splendid, new line put up by Chr. Bjelland & Co., for 27 years the largest canners in Norway?

These herrings are all selected, small, summer-caught fish, and are canned under the most perfect sanitary conditions a few hours after being taken from the water.

Retail at 10 cents a tin and leave a most satisfactory margin for the retailer. Ask your wholesaler for this brand.

### John W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, Hamilton

## ARE YOU INSURED

AGAINST ADULTERATION  
on the spices you handle?

### The Government Form of Warranty

is your only safe insurance,  
and is attached to every

TIN - PAIL - BOX - PACKAGE  
AND BARREL OF

### White Swan Brand of Spices

YOU ARE ENTITLED TO THIS BY LAW

INSIST ON GETTING IT WITH  
EVERY SPICE PURCHASE YOU  
MAKE AND PLACE THE ONUS  
ON THE MANUFACTURER.

## Especially Good for

Being three times as nutritious as ordinary milk without the danger of spoiling, explains why a special place has been given in the nursery and hospital to

### "Canada First" Evaporated Milk

Inland Revenue Bulletin No. 208 certified it to be absolutely pure and to contain the very highest percentage of genuine food values.



## Infants and Invalids

Condensed and canned in a factory that is unequalled in its sanitary construction, by a process that assures a product of absolute purity.

ORDER FROM YOUR JOBBER

The Aylmer Condensed Milk  
Company, Limited

Aylmer - - - Ontario

Head Offices: Hamilton, Ontario

The star  
The gra  
Proved l  
impurities wh

The St. La

How are

Down?  
Up? Th  
up still.  
quite sin

"Can

and the  
" does th  
tomers c  
favorite  
in popul

SHALL WI

United

JAM

THE B  
STOVE F  
YOU CAL

# St. Lawrence Sugar

The standard of quality.  
The granulated sugar that's an all-pure cane product.  
Proved by actual government test to be 99<sup>99</sup>/<sub>100</sub> to 100 per cent. of Sugar, containing no impurities whatever.

The St. Lawrence Sugar Refining Co., Limited, Montreal, Quebec

## How are your Soap Sales?

Down? Then we can put them up.  
Up? Then we can put them higher  
up still. How do we do it? It's  
quite simple We sell you

## "Canada's Best" SOAP

and the soap, in a very literal sense,  
"does the rest." It is the soap cus-  
tomers come back for, the popular  
favorite which is always increasing  
in popularity.

SHALL WE SEND YOU A SAMPLE CASE?

**United Soap Company**  
OF CANADA, LIMITED  
MONTREAL

## Pure Maple Syrup

There is just as much satisfaction in sell-  
ing the pure as the compound, Mr. Grocer, in  
fact more, because you are sure that the  
housewife will have no cause for complaint.



Pride of

Canada

cannot be made any purer and, what is more,  
**it has never been adulterated.** Isn't it worth  
while handling such a line?

**The Maple Tree Producers' Assoc.**  
LIMITED  
MONTREAL TORONTO

# JAMES

THE BEST **DOMESTIC**  
STOVE POLISH  
YOU CAN BUY

SELLS EASILY  
PAYS WELL

# BLACK LEAD

W. G. A. LAMBE & CO., Canadian Agents, TORONTO

# Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

## WESTERN PROVINCES

### THE W.H. ESCOTT CO.

Wholesale  
Grocery Brokers

137 BANNATYNE AVENUE WINNIPEG

COVERING

Manitoba and Saskatchewan

CORRESPONDENCE SOLICITED

### WATSON & TRUESDALE

Wholesale Commission Brokers and  
Manufacturers' Agents.

WINNIPEG, MAN.

Domestic and Foreign Agencies Solicited.

### — WINNIPEG —

H. G. SPURGEON

Wholesale Broker and Manufacturers' Agent  
Canadian, British and Foreign Agencies Solicited.

270 Chambers of Commerce. P.O. Box 1812

### WINNIPEG THE J. J. TOMLINSON CO.

WHOLESALE GROCERY BROKERS  
Office and Track Warehouse, - 92 Alexander St. E.  
Correspondence solicited on domestic and  
foreign lines.

### FRANK H. WILEY

MANUFACTURERS' AGENT

and

IMPORTER

757 Henry Ave., WINNIPEG.

### WESTERN DISTRIBUTORS LIMITED

Wholesale Commission Merchants, Customs  
Brokers and Manufacturers' Agents. Cars Dis-  
tributed, Warehouse and Forwarded. Warehouse  
on Transfer Track. Business solicited. Our pos-  
ition is your opportunity.

SASKATOON, - WESTERN CANADA

### G. C. WARREN

Box 1036, Regina  
IMPORTER, WHOLESALE  
BROKER, and MANUFACTURERS'  
AGENT

Trade Established 12 Years.  
Domestic and Foreign Agencies Solicited

### DISTRIBUTORS, LIMITED

P. O. Drawer 99

EDMONTON, ALBERTA

Manufacturers' Agents, Commission Mer-  
chants, Warehousemen.

Track connection with all Railroads.

### — TORONTO —

Wire us when

wanting a car of

Evaporated Apples.

### W. H. Millman & Sons

Wholesale Grocery Brokers  
TORONTO

### W. G. PATRICK & CO.

Manufacturers' Agents  
and  
Importers

77 York Street, Toronto

### W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1885

### MacLaren Imperial Cheese Co. Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale  
Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

On spot, all kinds nuts, in  
shell and shelled, at right  
prices.

### LIND BROKERAGE CO.

73 Front St. East - - - TORONTO

### — LONDON —

### THE MARSHALL BROKERAGE COMPANY

67 Dundas St., LONDON, ONT.

Wholesale Grocery Brokers. Fully equip-  
ped to act as agents for British, American  
and Canadian grocery lines. WRITE US.

## MONTREAL

### FOR SALE

Cheap for cash, Fruit Cleaning Plant  
with Date Press. In good running order.

### J. T. ADAMSON & CO.

Customs Brokers  
and Warehousemen

27 St. Sacramento Street, Montreal  
TEL. MAIN 778 BOND 28

## MARITIME PROVINCES

### J. W. GORHAM & CO.

Manufacturers' Agents and Grocery  
Brokers

HALIFAX NOVA SCOTIA  
We are open for a few high class specialty  
lines

### H. R. SILVER, LTD.

MANUFACTURERS' AGENTS  
AND GROCERY BROKERS

HALIFAX - NOVA SCOTIA

First-class frost-proof storage facilities.  
Correspondence solicited on Domestic and  
Foreign lines.

### J. A. TILTON

WHOLESALE GROCERY BROKER

ST. JOHN, N.B.

Correspondence solicited with Houses  
looking for first-class grocery connections.

### W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery  
Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines.

## NEWFOUNDLAND

### T. A. MACNAB & CO. ST. JOHN'S, NEWFOUNDLAND MANUFACTURERS' AGENTS and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful at-  
tention to all business. Highest Canadian and foreign  
references. Cable address: "Macnab" St. John's.

Codes: A, B, C, 5th edition, and private.

## BRITISH COLUMBIA

### McLEOD & CLARKSON

Manufacturers' Agents and Wholesale Commission  
Agents

852-6 CAMBIE ST., VANCOUVER, B.C.

Can give strict attention to a few first-class Gro-  
cery Agencies. Highest References.

## MANUFACTURERS' BROKERS'

(Con

## LONDON

### Jam Manufactur- ers' Agents

Specialty:—Fruit  
Correspondence

F. KESS

Railway Approach, Lo

## The GRAY, YOUNG &

### S. MANUFACTURERS'

Granted the high  
petition with

WINGHAM

## THE PE

### JAM.

are now buying  
United States  
to buy in Cana  
know what we  
advertisement

## KING

## "GLEA

might bring inc  
write for rates

## I. C. STEW

## SUCHARD

This is the season  
COCOA. From now  
demand daily. It pay  
guarantee Suchard's  
makes. Delicious in fl  
FRANK L. BENEDE  
As

## O. E. Robl

Manufacturers and  
Evaporated

Ap

Ingersoll, -

ESTABL

## Financial Writer-

We propose in-  
of editors and v  
identically applies  
who can furnish  
character and go  
should have some  
vestments and p  
iversity graduates  
experience. Stat  
and salary wanted

The Financial

148

MANUFACTURERS' AGENTS AND  
BROKERS' DIRECTORY

(Continued.)

LONDON, ENG.

Jam Manufacturers and Confectioners' Sundriesmen.

Specialty:—Fruit Pulps of all Kinds.  
Correspondence Invited.

F. KESSELL & CO.  
Railway Approach, London Bridge, London, Eng.

The GRAY, YOUNG & SPARLING CO., Limited

SALT  
MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

THE PEOPLE OF  
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON  
"GLENER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on Cocoa will be in demand daily. It pays to sell the best. We guarantee Suchard's Cocoa against all other makes. Delicious in flavor. Prices just right.  
FRANK L. BENEDICT & CO., Montreal  
Agents

O. E. Robinson & Co.

Manufacturers and Buyers of Dried Evaporated and Canned Apples

Ingersoll, Ontario  
ESTABLISHED 1886

Financial Writer—

We propose increasing our staff of editors and will consider confidentially applications from men who can furnish evidence of high character and good ability. They should have some knowledge of investments and preferably be university graduates with newspaper experience. State age, experience and salary wanted. Address

The Financial Post of Canada,  
148 University Ave.,  
Toronto.



Every Box a Trade Bringer

Prevail upon your customers to take a box of

White Dove Cocoa Nut

as a trial. Its genuinely good quality will make it exceedingly popular, and serve you as a good trade bringer.

The demand is great—the profit is good—Order NOW

W. P. Downey  
MONTREAL, QUE.



The BROWN is the Perfect Bag Holder

Size required can be seen at a glance.  
Handy, saves time and therefore money.

For sale by jobbers everywhere. Ask your jobber or write

The Brown Manufacturing Co.  
CRESTON - IOWA, U.S.A.

WRITE TO  
10 Garfield Chambers, Belfast, Ireland  
For Sample copy of the  
Irish Grocer, Drug, Provision  
and General Trades' Journal  
if you are interested in Irish Trade

CLAY PIPES

None equal. Insist upon McDougall's  
There IS a difference.

D. McDUGALL & CO., LTD., GLASGOW, SCOTLAND

WINDSOR SALT

CAR LOTS OR LESS. Prompt shipments.  
Write us for prices. Phone order at our expense.

TORONTO SALT WORKS  
TORONTO, ONT. G.F.O. J. CLIFF, Manager

A FREE  
Package of Custard Powder  
WITH  
CLUB JELLY

The very high quality of this line and the delicious custard powder free, make it most popular. You want the popular line, eh? Then write for prices. We quote right and the goods are right.

CLUB JELLY IS  
GOOD JELLY

S. H. Ewing & Sons  
Montreal - Toronto

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, GENERAL MANAGER  
WESTERN CANADA  
TORONTO

# MAKE NO MISTAKE

*The Public Knows  
A Good Thing*

and a ready demand is created as soon as you show your patrons these dainty, well-flavored

## Fancy Marshmallow Biscuits

They are absolutely unequalled for quality and appearance. They always open up crisp and fresh, which goes a long way with most people. The up-to-date process with which they are prepared in our modern biscuit home and the high-grade materials used make this line the selection of the people. Try them—it will be to your best interests.

**WRITE FOR PRICES AND SAMPLES**

**George Weston, Limited**  
**TORONTO**

CO

in Q  
OWING  
United States  
WE REC  
There ha  
follows:

P

T

We offer  
Displays.  
They are  
grocer may  
Displays  
or regular  
All displ  
by the store  
magazines,  
Displays  
ary, the bes

The selli  
packages of  
clever signs  
Displays  
goods.

For  
For  
For  
For  
For  
For

In the e  
—the premiu

If you d  
Note tha  
The low  
grocer who n  
chance with  
Somebod  
To you,  
you specializ  
Nothing  
while we off



# CORRECTION OF ERROR

in Quaker Oats Window Display Announcement in last week's issue of this publication.

OWING TO A MISTAKE, copy announcing a modification of the window display contest applying to the United States only, was forwarded to The Canadian Grocer for insertion in the January 12th issue.

WE REGRET THE ERROR.

There has been NO CHANGE WHATEVER in our original offer to Canadian retail grocers, which is as follows:

## PREMIUMS TO GROCERS

Their Boys and Girls or Clerks

Thousands of Them \$1 to \$100 Each

We offer these premiums for Window and Store Displays.

They are offered as payments, not prizes. So every grocer may earn one.

Displays may be made of Quaker Oats, family size or regular size. Or they may include both.

All display signs, price cards, etc., must be supplied by the store. Quaker Oats advertisements clipped from magazines, etc., may be used to attract attention.

Displays must be made during December or January, the best selling season on Quaker Oats.

MR. E. M. TROWERN, Toronto

Dominion Secretary Retail Merchants' Association of Canada.

MR. J. L. MAUDE, Toronto

Secretary Window Trimmers' Association of Canada.

To secure a premium, it is absolutely necessary that a photograph of the display be sent to us. No other evidence will do. On the back of the photograph write your name and address.

A Kodak picture 2 x 2 in. will do. This picture may be taken with a Brownie Kodak, costing only \$1.

All photographs must be in our hands by February 5th. Checks for the premiums will be mailed in February.

We name as a committee to decide on the best displays:

The selling power of a display of this kind is its chiefest merit. Its purpose is to sell oatmeal. A hundred packages of Quaker Oats piled prominently inside the store, either on the end of the counter or on a table, with clever signs attached, is oftentimes a better selling display than the same goods placed in the window.

Displays will be judged by their power to sell Quaker Oats. Put your display where it will sell the most goods.

For the best display . . . . .	\$100.00
For the second best display . . . . .	50.00
For the third best display . . . . .	25.00
For the five next best displays . . . . .	10.00 each
For the twenty next best displays . . . . .	5.00 each
For every other display, containing three cases or more, of which a photograph is sent	1.00 each

In the case of a tie—where the judges cannot decide which display best deserves one of the larger premiums—the premium will be divided among the two or more whose displays seem of equal value.

## Has Your Boy or Girl a Camera?

If you don't care for yourself, you have a clerk who cares, or a boy or girl, perhaps.

Note that every display gets a premium if a photograph is sent. But no grocer gets more than one.

The lowest premium—one dollar—will buy a Brownie Kodak, with which the picture may be taken. So any grocer who makes a display—or his boy or girl—is sure of enough to pay for this camera. And he has an equal chance with the others for a larger premium.

Somebody around you wants to earn one of these premiums. Give that somebody a chance.

To you, Mr. Grocer, the best payment will come in increased sales of Quaker Oats. Let people know that you specialize in it. Let them know that you handle this favorite brand.

Nothing is more important—more trade-winning now—than a corking display of Quaker Oats. Make it now, while we offer to pay for it. Or let somebody around you make it.

Address all Photographs to

**The Quaker Oats Company**

Window Display Dept., Peterborough.



## Meadowsweet Cheese

has certainly "taken hold" throughout the country, for ever since we entered our larger premises we have been very much rushed. We, however, are not surprised, because we have got an article in "Meadowsweet" which is undoubtedly "The King of all Package Cheese."

**10 Cents Retail.**

**Dandy Profits.**

Mr. Grocer, you can sell this line and lots of it. The price is within the reach of everyone. The quality will please even the "kickers."

**THE MEADOWSWEET CHEESE CO., LIMITED**  
MONTREAL, CANADA

**T**HE model match, made with exacting carefulness and packed in attractive packages. The stems are all straight grained selected wood which will not break when struck.



These matches are quick lighters and satisfaction givers.

*THEY SHOULD BE ON YOUR SHELVES*

**The Dominion Match Co., Limited**  
DESERONTO, ONT.

Or The Canada Brokerage Company, Limited, Toronto, Ont.  
The A. Macdonald Co., Winnipeg, Man.  
Snowdon & Ebbitt, Montreal, Que.

## JAM

When a customer asks for Jam you will frequently notice that she asks "What have you got?" even though you may have told her two or three days previous just what lines you are carrying. She asks again because the family wants

### SOMETHING NEW

We can supply you with the very highest grade jams, and we have them "for less." Wouldn't you like a trial lot?

ASK YOUR JOBBER OR  
WRITE DIRECT

**Labrecque & Pellerin**

111 St. Timothee St., MONTREAL, QUE.

## Cook's Friend Baking Powder

is made in Canada from the purest of Grape Cream Tartar and is equal to the best imported, selling at half the price.

**No Alum!**

**Never Was!**

# MAKE IT GROW

You can make your Tea and Coffee business grow if you handle lines of quality that are well advertised.

# “MELAGAMA”

## TEA and COFFEE

when sold to customers will always assure REPEAT ORDERS.

Our list of customers is growing rapidly and if you are not among the number, you should send us on a trial order for these popular brands.

*For prices, see last page of this issue*

**MINTO BROS.,**

**TORONTO**

## BLACK JACK

**QUICK  
CLEAN  
HANDY**



**TRY IT**

**SOLD BY  
ALL  
JOBBER**

1/2 lb tins—  
3 doz. in case.

## “NUGGET” POLISHES

**WILL NOT FREEZE**

How is your Stock?

Tin double the size this year. Price and Quality same.

**Tartan**  
**BRAND**  
THE SIGN OF PURITY

## OUR ANNUAL TEA SALE

Special values and big bargains for our trade this year. Our Teas were bought before advance in price. Do not buy until you see our travellers' samples, or if they do not call upon you we would be glad to send you samples and quotations on application.

**BALFOUR, SMYE & CO.,** WHOLESALE GROCERS . . **HAMILTON**

PHONES 3595, 3596, 3597 3598, 748, 462

Notwithstanding Reports to  
the Contrary

**Perrin's Biscuits**  
and  
**Candies**

Are Still Being Supplied to  
the Trade.

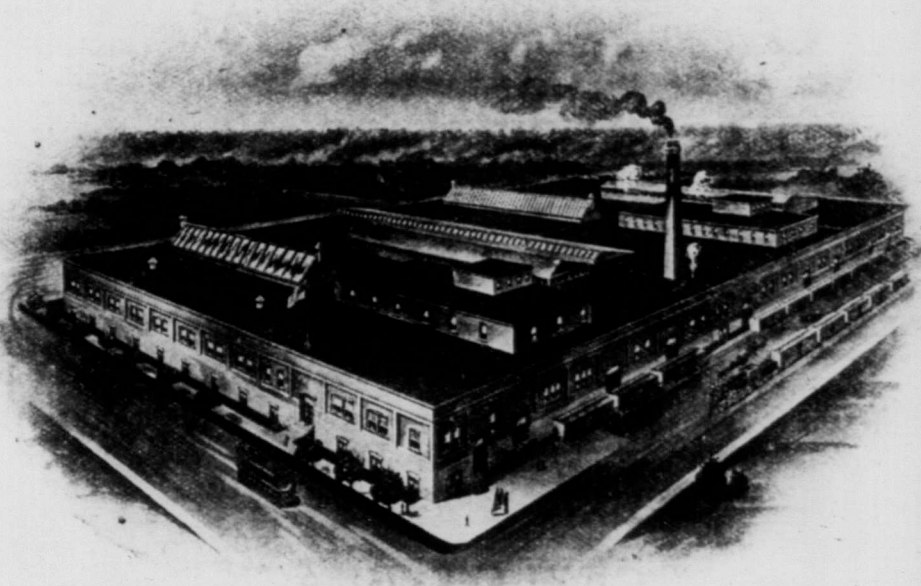
“V

WA

HAMILT

# “Wagstaffe’s”

Fine Old English Pure Orange Marmalade  
and Jelly Shred Marmalade, 1912, now  
ready for delivery. The best seller on  
the market. Order quickly.



## WAGSTAFFE LIMITED

Pure Fruit Preservers

HAMILTON

CANADA

# TEAS

—20 Per Cent. Discount—

Some people are giving this big discount once a year.

We are giving you in value and quality, on our teas, equal to 20% all the year round.

We are experts in this line and can prove it to you.

We have still large contracts made at the lowest price of the market last year, and teas are still advancing.

Our stock is the largest and best assorted, comprising:

**7,500** Half-Chests and Boxes, All Sizes  
including:

JAPAN TEAS and SIFTINGS,  
GUNPOWDERS, MOYUNE,  
PEA LEAF, PIN HEAD,  
BLACK and GREEN CEYLON,  
INDIAN BLACK and HYSON.

Also our celebrated registered brands:

“OWL CHOP” and “BEAVER” JAPAN  
“OWL CHOP” CEYLON, BLACK and GREEN

**ASK FOR SAMPLES—NO TROUBLE.**

**OUR PRICES ARE CORRECT.**

**L. CHAPUT, FILS & CIE.**  
WHOLESALE IMPORTERS MONTREAL



**How**

We

“ANC  
COOK”

Get ou  
and PC

You will

We have reduc  
prices on o

**EBY**

**Con**

A lit

Ver  
you

Tooth's E



## Realize This Basic Fact

That the housewife is continually looking for something better until she gets the best. L. & B. Pure Fruit Jams and Jellies are the highest grade obtainable, and the grocer who passes out this quality article is passing out the favorite. Put up in attractive 2, 5 and 7 lb. tin pails.

THE POPULAR PRICED LINE

**Lindner & Benner, Toronto**

Western Agents—Laing Bros., Wholesale Grocers, Winnipeg



## How Is Your Stock of Molasses?

We have a complete stock and at prices that will bring you business:

“ANCHOR” Molasses, (2s c's, 3 doz.) \$2.85 c's. Freight paid on 5 c's lots  
 (3s c's, 2 doz.)  
 COOK'S FRIEND Molasses, (2s c's, 2 doz.) \$1.70 c's. Freight paid on 5 c's lots

Get our quotations on WEST INDIAN, NEW ORLEANS, BARBADOES, and PORTO RICO, in bbls. and half bbls. FEEDING MOLASIES — bbls.

You will find our

**“ANCHOR” Brand Essence of Coffee**

a rattling good seller and a money maker—IT REPEATS

We have reduced prices on our **“ANCHOR” Brand Cocoa** the finest quality breakfast cocoa on the market. TRY A SAMPLE ORDER

**EBY-BLAIN, LIMITED** WHOLESALE GROCERS  
**TORONTO**

## Concentrated Essence of Beef

A line every progressive grocer should stock and push, but to give the most satisfaction to your customers it must be

For  
 Invalids



For  
 Children

Verox is made from prime British beef and is guaranteed pure. It sells at a competitive price and gives you a good profit. Also made in tablet form. Write for prices and samples.

We want Wholesale Agents for Toronto, Montreal and Winnipeg.

**Tooth's Extract of Meat Co., (Estb. 1865) 12 Duke St., London, S.E., England**

# \$100,000

This is the total cost of goods we intend placing with the trade at greatly reduced prices before we take stock.

## INVENTORY

We start inventory work on February 1st and the goods below mentioned, along with numerous other standard lines, must go. Here's a chance for you to fill up your shelves with goods—all of them of popular and first-class brands—the kind that sell.

### Now Is The Time

- 2500 c/s OF RED AND PINK SALMON.
- 1200 c/s SARDINES—  
Golden Rule, Brunswick, Queen Alexandra, Tevillee, Light House,  
White Bear, Victoria, Le Pilote, Albert and Sportsman.
- 500 c/s IMPORTED PRESERVES—  
Crosse & Blackwell, Maconochie, Keilers, Robertson, Pinks, Duerrs.
- 1200 c/s CANADIAN JAMS—  
Aylmer, Simcoe, Upton, Wagstaffe, Sterling.

### Get Your Share

## 25,000 c/s Canadian and Imported Vegetables and Fruit

- 1500 c/s California Prunes and Oregon Prunes (25 lbs.)
- 800 c/s Imported Macaroni and Vermicelli, Blanc & Fils, Valence on Rhone,  
France.
- 91 c/s Lecourt Mushrooms—A. & L. Lehucher, Paris.
- 500 c/s Castille Soap—Marseilles (72 per cent. Olive Oil—Le Soleil Brand).
- 300 c/s Ditto (65 per cent. Olive Oil—La Lune Brand).
- 1500 Boxes Assorted Teas.

### ASK FOR SAMPLES

Write for prices and further information. You can see from this list that these and the other goods won't stay long on our hands.

## Laporte, Martin & Cie., Limited

Wholesale Wine and Liquor Merchants

Montreal

THE  
IS USED

Toronto

A  
Abbott, Grant & Co.....  
Adams & Co., J. T.....  
Allison Coupon Co.....  
Aylmer Condensed Milk Co.....

B  
Baker, Walter, & Co.....  
Balfour-Smye & Co.....  
Benedict, F. L.....  
Birkle, J. W., & Greening.....  
Borden Condensed Milk Co.....  
Borwick Baking Powder.....  
Bovril, Ltd.....  
Bower, S. F.....  
Bradstreet.....  
Bunn & Co.....  
Brown Mfg. Co.....

C  
Campbell Bros. & Wilson.....  
Canada Maple Exchange.....  
Canadian Coconut Co.....  
Canadian Produce Co.....  
Canadian Salt Co.....  
Castelli, C. H.....  
Chaput Fils & Co.....  
Church & Dwight.....  
Cie Francaise de Pates All.....  
Clark, W.....  
Clawson & Co.....  
Clements Co., Ltd.....  
Coles Mfg. Co.....  
Cormier Bros.....  
Cormille David Co.....  
Cressent Mfg. Co.....

D  
Dalley, F. F. Co.....  
Distributors, Ltd.....  
Dominion Canners, Ltd.....  
Dominion Coconut Butter.....  
Dominion Match Co.....  
Downey, W. P.....  
Dunn, W. H.....

E  
Ely-Kato, Limited.....  
Eckardt, H. F.....  
Edwardsburg Starb.....  
Enterprise Mfg. Co.....  
Epps, James & Co.....  
Esch, W. H. Co., The.....  
Estabrooks, T. H.....



# THE VERY FINEST CEYLON TEA

IS USED TO UPHOLD THE UNEXCELLED REPUTATION ENJOYED BY



To fully satisfy your customers give them "SALADA." Each grade contains the finest tea possible and is of absolutely uniform quality.

Remember the sale is guaranteed.  
**THE SALADA TEA COMPANY**

Toronto

Montreal

## INDEX TO ADVERTISERS

<b>A</b>	Eureka Refrigerator Co.....	14	MacNab, T. A., & Co.....	20	<b>S</b>
Abbott, Grant & Co.....	Ewing & Sons, S. H.....	21	McCabe, J. J.....	21	St. Croix Soap Mfg. Co., inside front cover
Adams & Co., J. T.....	<b>F</b>		McDougall, D., & Co.....	21	St. Lawrence Sugar Refining Co.....
Alison Coupon Co.....	Fairbank Co., N. K.....	4	McLaren, W. D.....	24	Salada Tea.....
Aylmer Condensed Milk Co.....	Farrow & Co., Jos.....	12	McLeod & Clarkson.....	21	Sandary Can Co.....
	Fearman, F. W., Co.....	48	McVitie & Price.....	52	Sapho Mfg. Co.....
<b>B</b>	Fuller & Walte.....	62	McWilliam & Everist.....	26	Silver, H. R.....
Baker, Walter, & Co.....	Furuys & Nishimura.....	18	<b>M</b>	Simple Account Book Co.....	52
Balfour-Smye & Co.....			Magor, Sen & Co..... outside front cover	Smith, E. D.....	55
Benedict, F. L.....	<b>G</b>		Malcolm, Jno., & Son.....	Smith & Proctor.....	16
Birkle, J. W., & Greening.....	Gillard, W. H., & Co.....	66	Maple Tree Producers.....	Snap Co., Ltd..... inside back cover	19
Borden Condensed Milk Co.....	Gillett, E. W., Co., Ltd.....	81	Marshall Brokerage.....	Spurgeon, H. G.....	20
Borwick Baking Powder.....	Gorman, Robert & Co.....	26	Mathewson's Sons.....	Star Egg Carrier & Tray Mfg. Co.....	4
Bovril, Ltd.....	Gray, John.....	16	Mackie, J. L., Co.....	Stewart, I. C.....	21
Brosser, S. F.....	Gray, Young & Sparling.....	12	Meadow-sweet Cheese Co.....	Strimmer W. R.....	57
Broadstreets.....	Guelph Soap Co.....	10	Menard Motor Car Co.....	Symington Soup Co.....	44
Brud & Co.....	Gunns, Ltd.....	48	Milman, W. H., & Son.....		
Brown Mfg. Co.....			Minto Bros.....	<b>T</b>	
	<b>H</b>		Mooney Biscuit and Candy Co.....	Teas & Perose.....	9
<b>C</b>	Halifax Cold Storage Co.....	59	Mott, John P., & Co.....	Thum Co., O. & W.....	46
Campbell Bros. & Wilson.....	Henderson, Thos.....	81	<b>N</b>	Tiger Mfg. Co.....	16
Canada Maple Exchange.....	Herton Cato Mfg. Co.....	15	National Cash Register Co.....	Tilton, J. A.....	20
Canadian Coconut Co.....			Nelson, Dale & Co.....	Tippet, Arthur P., & Co.....	1
Canadian Produce Co.....	<b>I</b>		Nicholson & Rain.....	Tomlinson Co., The J. J.....	29
Canadian Salt Co.....	Irish Grocer.....	21	Nickel Plate Store Polish Co.....	Toronto Salt Works.....	21
Catell, C. H.....	Isaac, Robert.....	44	Nugget Polish C.....	Tooths Extract of Beef Co.....	29
Chaput Filz & Co.....	Island Lead Mills Co.....	66		Turkett, Geo. E., & Son Co.....	63
Church & Dwight..... inside back cover	IXL Spice and Cereal Co.....	15	<b>O</b>	<b>U</b>	
Che Française de Pates Alimentaires.....			Ocean Mills.....	United Soap Co.....	19
Clark, W.....	James Dome Black Lead.....	19	Ontario Lantern and Lamp Co.....	Utilities Limited.....	54
Clawson & Co.....	Jameson Coffee Co.....	51	Ontario Peoples Salt & Soda Co.....		
Clayton & Co., Ltd.....			Oshawa Canning Co.....	<b>V</b>	
Colles Mfg. Co.....	<b>K</b>			Vipond, H. P.....	61
Compton Bros.....	Kessel Co., F.....	31	<b>P</b>	<b>W</b>	
Compton David Co.....	King, Frederick.....	13	Parker Broom Co.....	Wagstaffe Ltd.....	27
Coosoon Mfg. Co.....	Kit Coffee Co.....	11	Peterson, E. G., & Co.....	Walker Bin and Store Fixture Co.....	16
	Knox, Chas. B. Co.....	47	Patrick, W. G., & Co.....	Walker, Hugh, & Son.....	57
<b>D</b>			Peck, Freen Co.....	Warren, G. C.....	20
Dalley, F. F. Co.....	<b>L</b>		Perrin, D. S.....	Watson & Trussdale.....	20
Dalrymple, Ltd.....	Labrecque & Pellerin.....	24	Phoenix Packing Co.....	Wellington Mills..... inside back cover	
Dominion Cannery, Ltd.....	Lake of the Woods Milling Co.....		Pickford & Black..... inside back cover	West India Fruit Co.....	57
Dominion Coconut Butters.....			Pink, E & T.....	West India Co.....	44
Dominion Match Co.....	Lambe, W. G. A.....	20	<b>Q</b>	Western Distributors, Ltd.....	24
Downey, W. P.....	Laporte, Martin & Cie.....	30	Quaker Oats Co.....	Weston Ltd, George.....	22
Dubin, W. H.....	Lascelles de Mercado & Co.....		Queen City Oil Co..... inside back cover	Waher, J. H.....	46
				White & Co.....	57
<b>E</b>	<b>M</b>			White Swan Spice & Cereals, Ltd.....	18
Elly-Etain, Limited.....	Leitch Bros.....	50		White & Co.....	57
Eckhardt, H. P.....	Lemon Bros.....	54		White Swan Spice & Cereals, Ltd.....	18
Edwardsburg Starch..... outside front cover	Lind Brokerage Co.....	20		Wiley, F. H.....	20
Enterprise Mfg. Co.....	Lindner & Benner.....	29		Wilson, Jox R.....	55
Evans, James & Co.....	Lloyd, Ltd., Edward.....	54		Winn & Holland..... inside back cover	
Facetti, W. H. Co., The.....	Lyle Co., T. A.....	10		Woods & Co., Walter.....	67
Fatahbrooks, T. H.....				Woodruff & Edwards.....	8
	<b>Me</b>				
	MacLaren Imperial Cheese Co.....	30			

# Bad Debts Chief Cause of Many Failures

Safety Lies Either in Cash Business or Setting Time Limit on any Doubtful Customer—Some Instances of Where Money was Lost—Cunning Method of Professional Dead-beat—Where Misfortunes Cause Losses.

The chief aim of every grocer is to make sales at a living profit.

The next is to get the money for the goods sold.

Here is just where many are not making money. There are few dealers not selling strictly for cash who cannot relate instance after instance where they have been beaten out of their just dues by dishonest people, or in some cases by customers with good intentions but who had met with misfortune.

Why not sell for cash? This is the natural question one or the outside is inclined to immediately ask. This would be all very well no doubt in many cases. But there are dealers who would not think of going in for the strictly cash business. They would lose good customers, they claim, and what they wouldn't lose would not purchase as many goods. Certain localities evidently do not allow of the exclusive cash business.

## Giving Wholesale Credit.

But there are glaring instances where dealers who know they are dealing with poor pays and yet who give them credit for an indefinite length of time. "If we do not give credit, somebody else will," they say. The result is at the end of the year they find several hundred dollars worth of bad debts on their books.

## Set Time Limit.

Why not place a time limit on any doubtful customer?

This seems to be the only safe course to follow where an exclusive cash business cannot be conducted. And it should be strictly adhered to. It certainly would be better to lose a customer through enforcing such a system than to lose a couple of hundred dollars a year through that customer. The dealer would be in the goods at least. In most cases if the matter were put up fairly to a new customer asking for credit, he or she would see the force of it.

Here is a case in point:—

A grocer was opening a new store in a certain district about which he was not very familiar. A traveler for a wholesale house, who was acquainted with the character of many of the residents of the community, suggested that he watch his credit customers carefully. At the beginning everybody was paying cash. Soon one woman bought \$4 worth of goods early in the week

promising to pay Saturday night. Saturday night came but the money didn't. Tuesday of next week the woman sent over for more goods but word was returned that she couldn't have them until the promised \$4 was paid. She became quite indignant and said she would buy no more from that store. Now, however, she is a customer there and pays cash for her goods. Just how much that grocer would have had on his books by this time had he submitted can only be imagined.

## Cunning Ways of Dead Beat.

This woman might not have been a professional dead beat, but here is a story that certainly does reveal one. It is an actual instance told by the dealer himself who lost the money, and shows the craftiness of the man who doesn't want to pay for what he gets.

What led him to tell the story was the question of a traveler who happened to be in the store at the time an old man bought something on credit.

"Is that man a relative of yours?" asked the traveler.

"Why no," replied the grocer.

"Is he a particular friend; do you know him well?"

"Neither friend nor relative," answered the dealer whose curiosity was somewhat aroused, and he wanted to know the why and the wherefore of the questions.

Simply because he owes——, on —— street, over \$30, and he can't get a cent out of him. Call up —— and ask him."

The dealer called up the other grocer and found the news was true. The man now owed him about \$15.

This brought out the information on how the old man had become a customer.

"He came in one day, told me he had moved into the district, ordered some goods to be sent over C.O.D., and tendered the information that he would be a regular customer.

"The goods were sent over in the morning, and all he had to pay for them was a \$10 bill which the delivery man couldn't change. The bill amounted to about 63 cents, and he promised to come over in the afternoon and pay it. He did as he promised.

## Produces Another \$10 Bill.

"Early on another morning he called for some goods and handed me out a

\$10 bill. I hadn't any change so early in the day as I always was accustomed to deposit the cash every afternoon. He promised to come back in the afternoon and pay the account.

"In the afternoon, true to his promise, back he came, and I changed the \$10 for him. A few minutes later he returned stating I had given him \$2 too much. I said I didn't think that was possible. I might have made an error of \$1 but was sure it couldn't have been two. He insisted he was right, and of course I had to take the \$2.

"Now that I know him I can see it was simply a scheme to demonstrate his supposed honesty."

The money is still owing.

## Misfortune Causes Big Debt.

Another dealer tells of the loss of \$150 through the illness of the landlady of a large boarding house.

"Every week that woman used to purchase about \$40 worth of goods from me and at the end of every month I was sure of my \$150 or more. She kept a large boarding house. Just a short time ago she became seriously ill and had to go to the hospital for an operation which demanded \$100 at the outset. Her son was left in charge of the house and between \$40 and \$50 worth of goods were still bought from me.

"First month went by and I got no money and it was the same with the second. The son seemed to spend everything he got and boarders became dissatisfied and left. I went to the hospital to see the woman. She promised to have her son pay \$75 or more on account. Anyway she said she had a \$2,000 life insurance policy under her pillow, and had given instructions that if she died her legal debts would be paid out of that first.

"I left feeling confident, and extended the credit another week, but by the time the woman was better all her boarders had left, and her son, who wasn't much good, left his home and his mother with two small children.

"I haven't the heart to ask her for the money now, and there goes \$150. What is a man to do in a case like that?"

This certainly seems to be a case where foresight would not have been any use. The customer was a good one at \$150 per month, had always paid promptly, and even when she was ill the dealer was almost sure of his money.

But there are where leaks through stopped. A grocer each of his customers should either deposit poor pays or pl credit. This would one or more patrons honest will see the ment and the other. Tell them you goods every month. ating expenses are to have your money sible.

## Have Distinct

To a fairly good pay cash always, c would be the most pay. Suggest at she says, yes, she

## Edmonton

Ask for on Trans and at I Benefit t

Edmonton, Alta. That the business among local dealer putation from the sociation before the last meeting.

The question was tween the deputat and a committee mayor to consider merchants. A re forward on the qu

Other matters w as transient tradé forement of the a

The delegation of the business ta merits of which l cussion for so lon considered it hard into arguments.

The mayor rema get too late to have charter incorporat ments to be sho legislature. And abolish this busine tion would ask that eluded.

## \$300 a Year

The question of \$300 per annu time in the year tip is made, for t demand much disc was provoked pur man wishing the ca Alderman McInn

But there are a great many cases where leaks through bad debts could be stopped. A grocer knows best how each of his customers is situated, and should either demand cash from the poor pays or place a time limit on credit. This would, no doubt, lose him one or more patrons, but those who are honest will see the force of the argument and the others are better lost.

Tell them you have to pay for your goods every month and now that operating expenses are high you would like to have your money as early as possible.

**Have Distinct Understanding.**

To a fairly good customer who cannot pay cash always, carefully find out when would be the most opportune time to pay. Suggest at end of each week. If she says, yes, she guesses that will be

alright, then make it definite that at the end of every week you are to receive your money. Make it a distinct understanding with her so that she will be under an obligation to you.

To a known poor pay say that your business obligations make it necessary that you receive cash always. Have a definite understanding that you must have the money at time of sale so that if such a customer asks for credit later on you can recall the agreement.

Many dealers not now making a success at the credit business think things would be different if they changed to cash. This is only problematical because there are not many chances of a man making a success with cash if he proved a failure with credit.

The safe system if goods are sold on credit is to eliminate the bad debts.

viduals who drop into a city, and make a temporary splash by fair means or foul, gathers in considerable money and flies by night, is the man whom the association wishes to be regulated by the imposing of a good and sufficient tax.

**Sold \$7,000 in Furs.**

An instance was cited where a fur house of Toronto sent a man here this fall with a stock of furs and within a surprisingly short time gathered \$7,000 in cold cash, and took his departure. For this privilege he paid the city a license of \$150.

It was likewise suggested that steps be taken to prevent a firm incorporated in another province coming to this province and by paying a nominal registration fee, being entitled to do business in any city without paying heed to any city by-laws, city license fees or anything regarding municipal regulation. To eliminate this, provincial legislation will be required.

A committee was appointed by the mayor to confer with the association executive and report to the council.

**By-law Not Enforced.**

During the discussion it was stated by members of the delegation that the by-law, inadequate as it may be, has by no means been enforced, and that the association has been able to get little satisfaction from those having in charge that work.

It was asked from the council why the association had not secured evidence against and conviction of violations of the by-law. To this it was replied that the association expected the officials entrusted with that duty to perform it, and it was not the purpose of the organization to prosecute cases in court.

**BRITISH-CANADIAN CANNERS.**

The British-Canadian Cannery, Ltd., Montreal, the formation of which company was announced recently, will erect factories at Merlin, Highgate, Port Robinson, Bowmanville and Cobourg. Contracts have been made with local farmers at these points. It is their intention to have plants ready by May 1. John Wall will be the general manager. The directors of the company comprise Sir Henry N. Bate, Ottawa, and J. P. Black, H. A. Lovett, K.C., and R. Brutinel, all of Montreal.

The Kootenay Jam Co. are contemplating erecting a manufacturing plant in Victoria, B.C. This firm began business about four years ago near Nelson, B.C., and later moved to Mission Junction to obtain better transportation. The company have recently decided to open a branch for the manufacture of chocolate.

**Edmonton Merchants Wait on City Council**

**Ask for Abolition of Business Tax and Increase of License Fee on Transient Traders—How Latter Arrive in Busy Seasons, and at Little Expense, Take Away Cream of Trade—Of No Benefit to City, They Claim.**

Edmonton, Alta., Jan. 18—(Special)—That the business tax is not popular among local dealers, was shown by a deputation from the Retail Merchants' Association before the City Council at their last meeting.

The question was gone fully into between the deputation and the Council, and a committee was appointed by the mayor to consider the requests of the merchants. A report will be brought forward on the question.

Other matters were also taken up such as transient traders legislation and enforcement of the act.

The delegation asked for the abolition of the business tax, the merits and demerits of which have been under discussion for so long that the merchants considered it hardly necessary to enter into arguments.

The mayor remarked that it was not yet too late to have an amendment to the charter incorporated among the amendments to be shortly enacted by the Legislature. And if it were decided to abolish this business tax the administration would ask that the amendment be so included.

**\$300 a Year for Peddlers.**

The question of charging a flat rate of \$300 per annum, regardless of the time in the year within which application is made, for transient salesmen, did demand much discussion. The argument was provoked purposely by Ald. Hyndman wishing the cause expounded and by Alderman McInnis asking to be

“shown” why local merchants should be protected. Alderman McInnis could not see why the transient salesman should be heavily licensed and the local merchant relieved of the business tax. If one were relieved, both should be relieved, the alderman argued.

The delegation pointed out that at times of the year when seasons open, when the demand for merchandise is maximum by a large degree, transient salesmen drop into town, rent a room, display goods and advertise them extensively, take the cream of the season, and then depart. On the other hand, the local merchant must maintain his store the year round, taking the duller periods with the brisk, being under nominally the same expense the year round.

**Twenty Per cent. to do Business.**

It was stated that it costs 20 per cent. of profits to do business the year round in Edmonton. To the merchant or salesman who does business only during the time when business is at its maximum this percentage is remarkably smaller. The man coming to Edmonton for the purpose of entering into legitimate business is welcomed, declared the delegation; but the man who comes merely to participate in the cream of the trade at the spring and fall season openings, is the man who is not a legitimate merchant, is the man who is being kept out of other cities of the Dominion, and is the man from whom the business interests of any city has a legitimate right to ask protection. The indi-

## Flour and Cereals in Prominence Now

**Market Movement in Past Few Years—Few Changes in Flour During 1911—Present a Splendid Time to Push Flour and Cereals—Dealer Should Acquaint Public With Commendable Features of Flour—Value of Window Display—Freshness the Keynote in Cereals.**

Greater interest is now being displayed in flour and cereals for the reason that the present is a favorable season for creating sales, and because the retail dealer has more time to give to working up trade for these lines. Past movements of the market are naturally of interest to the grocer.

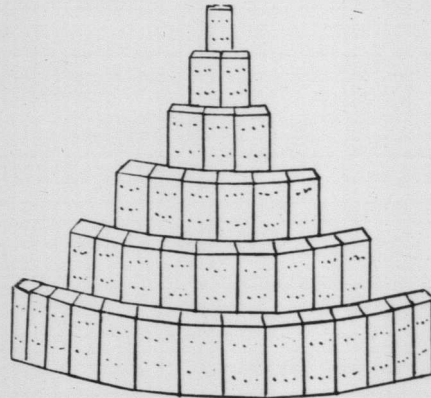
The year 1911 has not been marked by many or very drastic changes in flour prices. The beginning and the end of the year found the same prices ruling with little change during the twelve months. The lowest point for the year was reached in April when prices reached a level 40 cents below the highest point for the year. We refer to Manitoba flours. Prices are on a Toronto basis.

### Flour Prices in 1910.

In 1910 the changes were more numerous and the range between the high and low point for the year much wider. In that year starting with \$5.30 in January, prices with some slight waverings at times kept on the upward trend until \$6.20 was reached in July. Then followed a falling off.

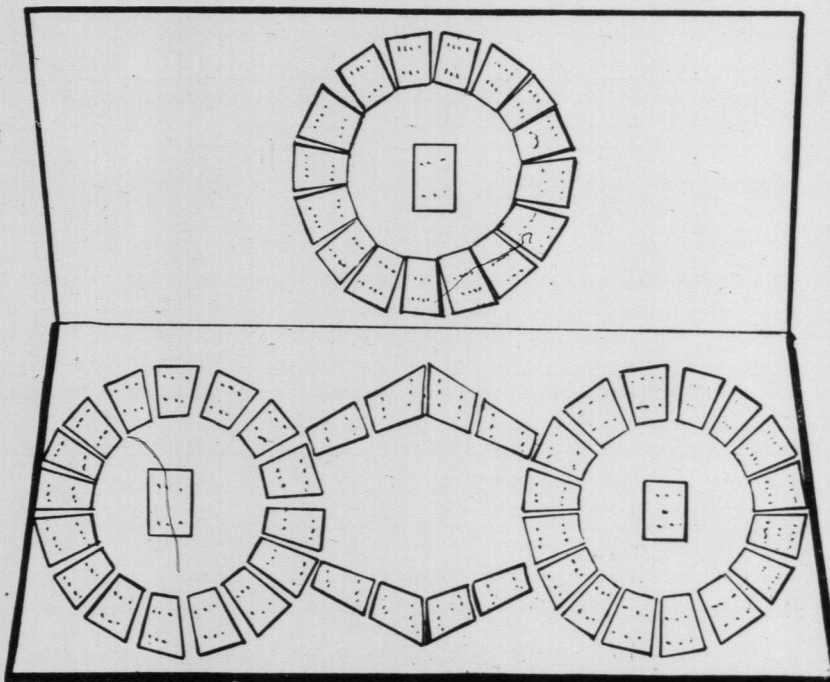
In 1909 the high point was reached during the summer before the harvest had commenced and when adverse crop reports exerted an influence on the market.

While in 1910 the highest point reached by rolled oats was \$2.45, this year prices went to \$2.60, which however was not as high as the point reached in 1909 when \$2.90 in May was the high figure.



A tower design can be easily made of cereal goods. This used as centerpiece for the accompanying suggestion will look attractive.

Last year starting at \$2.05 in March, prices kept gradually on the ascent until \$2.60 was reached on Sept. 15. The market remains unchanged until early in December when a 13½ cent. decline was announced, followed a week or so later by a 17½ cent drop. Rolled wheat has not changed much during the year.



Suggestion for Package Cereal Window. The Upper Circle Represents the Background. Displays of This Character Can be Made With Dummy Packages.

Here are fluctuations in detail on the Toronto market during 1911:—

Flour.	
Jan. 1	\$5.50
March 3	5.40
April 14	5.10
Aug. 18	5.30
Oct. 20	5.40
Oct. 27	5.50

Rolled Oats.	
Jan. 6	\$2.20
March 3	2.05
April 28	2.15
July 21	2.35
Sept. 1	2.45
Sept. 15	2.60
Dec. 13	2.47½
Dec. 29	2.30

The range of prices on flour during 1910 is given here:—

1910.	
Jan. 7	\$5.30
Jan. 14	5.60
Feb. 4	5.70
April 29	5.60
May 6	5.50
June 3	5.40
July 1	5.50
July 8	5.60
July 15	5.80
July 22	6.20
Sept. 9	5.90
Sept. 23	5.70
Nov. 11	5.70
Nov. 25	5.50

Rolled oats showed the following changes in 1910:—

1910.	
Jan. 7	\$2.30
Jan. 28	2.40
March 11	2.30
March 25	2.20
April 8	2.00
May 20	1.90
May 27	2.00
July 22	2.30
Aug. 5	2.45
Sept. 23	2.20
Sept. 30	2.25
Oct. 28	2.05
Dec. 7	2.20

### Employ Good Selling Methods.

While the market movements hold considerable interest for the retailer of flour and cereals, he is also deeply concerned in methods to bring him increased trade. The present is conceded to be a most favorable period for sale of these goods but it must be remembered that because time and weather are favorable, it is absolutely no guarantee that the retailer will receive a big demand. It depends largely on himself and the efforts he puts forward, but the dealer who goes about it in the proper manner at the present time will find excellent results.

How shall the grocer proceed in his endeavor to increase his flour sales? It is taken for granted that he has in his selection of flour secured a brand or brands that will satisfy the particular housewife, that he knows the good points and has confidence in them. It then remains to acquaint the public with these facts.

It requires good strong copy written with the idea of creating interest in the brand or brands the dealer knows he can recommend. He should point out the features that will appeal to the housewife—that more and better bread

can be made the etc.

### Use the Power

Window display good advantage flour, cereals, etc. out the good quality your own salesmen. Customers have the should, you will The present cost

## Business

Having taken and closed your your-balance sheet business man, to of the year's transaction shows up favorable view, and the enterprise—store receivable and payable, store department things—show margin the previous year. Your standing perhaps, been material wiped clean their good conduct Dan's and Bradstreet done as well as you. Have you realized importance of taking chances, and the power that this rule your competitors?

### The Purpose

You reply, perhaps done, because your but what are banks established for the money. They want good clients, to be success, and the merchant who acknowledges banker. But, you said to the banker That's what he receives money on cent., perhaps, for you at 6 per cent. Business comes in. Bank

## Shorten

Forty-two Goods Inv Vinegar a

Forty-two wholes Ontario have, beginning agreement regarding discounts on big tea, sugar and

can be made than from inferior brands, etc.

**Use the Power of the Window.**

Window display may be turned to good advantage in creating interest in flour, cereals, etc. Show cards pointing out the good qualities are beneficial. Use your own salesmanship. If your customers have the confidence in you they should, you will be able to sell.

The present cold weather will assist

materially the dealer who now gives prominence to cereals. Here, freshness of stock should be made the key-note of selling arguments. The fact that attractive displays may be made of cereals makes it plain why a window trim is valuable in creating sales. Some design that will attract attention can easily be made. First, interest will be centered in the design, and then in the article with which it is constructed.

The same firms further agree that they will strictly observe manufacturers' fixed prices and terms on proprietary articles.

The entire memo covering the terms of agreement is as follows:

We, the undersigned wholesale grocers, being anxious to have uniformity of terms, and knowing how difficult it is to bring about same without some proper understanding with our competitors, hereby agree as follows:

That all goods sold by us, with the exception of tea, vinegar and sugar, will be sold and invoiced net cash, payable within thirty days from date of invoice, and that in settlement of such invoice no discount of any kind will be allowed.

It is agreed, however, that on any invoices paid before due date, interest (not discount) at the rate of not more than eight per cent. per annum may be allowed for the unexpired time. It is also agreed that except on secured accounts, and on accounts upon which advances have been made previous to the signing of this agreement, that not less than seven per cent. interest per annum shall be charged on overdue accounts and for extra time over thirty days.

We also agree that we will strictly observe manufacturers' prices and terms wherever such prices and terms are established by the manufacturer on any proprietary lines.

It is understood that in cases where it is necessary to meet competition on any lines of goods upon which there is no fixed selling price or terms, that we shall have the right to allow a trade discount, which trade discount shall be shown on the face of the invoice, and deducted from each line in respect of which such discount is allowed.

We agree also that we will give positive instructions to our travelers, and all those in our employ accepting payment of accounts, that no discount of any kind shall be allowed from the face value of the invoice or statement.

**How Wholesalers Are Distributed.**

As pointed out above, 42 firms have signed this. They include 12 in Toronto, 5 in Hamilton, 2 each in Brantford, St. Catharines and Owen Sound, 6 in London, 3 in Collingwood, and one each in Sarnia, Guelph, Windsor, Berlin, Stratford, North Bay, Sudbury, Sault Ste. Marie, Port Arthur and Fort William.

The wholesalers point out this was decided upon at the last meeting of the Ontario Guild, and that it is being enforced now.

**Business Management—Taking Discounts**

Article No. 4—(Continued.)

By H. C. Carson, F.S.S.

Having taken stock, Mr. Merchant, and closed your books, and drawn up your balance sheet, it is up to you, as a business man, to ponder well the results of the year's trading. Perhaps the net gain shows up fairly well, according to your view, and the various features of the enterprise—stock on hand, accounts receivable and payable, class of patronage, store department, and many other things—show marked improvement over the previous year.

Your standing in the community has, perhaps, been materially enhanced, your slate wiped clean at the bank, and further good conduct marks earned from Dun's and Bradstreet's. But have you done as well as you might have done? Have you realized, for instance, the importance of taking discounts on all purchases, and the power of the financial lever that this rule would give you over your competitors?

**The Purpose of the Bank.**

You reply, perhaps, that it cannot be done, because your capital is inadequate, but what are banks for? They are established for the purpose of lending money. They want to lend money to good clients, to be employed in good business, and the merchant is in fine shape who acknowledges no creditor, but his banker. But, you say, interest must be paid to the banker. Of course it must. That's what he lends money for. He receives money on deposit, paying 3 per cent., perhaps, for it, and he lends it to you at 6 per cent. That's where the business comes in. Banks would have to go

out of business if people ceased to borrow.

**Where the Merchant Gains.**

Now then, if you, by discounting your bills, receive more than you pay your banker for supplying the funds, you are ahead that much, are you not? You will be surprised how it figures out.

Besides the extra profit you will make through discounts, think of the boost given your credit in the manufacturing and jobbing world—"prompt pay," "discounts his bills"—and other such favorable comments will be passed around among wholesalers, and Bradstreets will probably be compelled to concede you a first class rating.

**Watching Collections Closely.**

There is another important feature that must not be overlooked. It has naturally followed that in discounting your bills, you have borrowed as little as possible from your banker. In other words, you have gone after your own collections with renewed vim and energy. You have gradually increased your cash business, and your credit customers have been taught to realize that their accounts must be paid in 30 days. They know you need the money to pay your bills, and that by helping you, they are helping themselves in securing improved service and better goods, at a possibly lower price than before.

Next week the writer will lay before you, two concrete cases, which will illustrate in figures the wonderful advantage of the discounter over the time man.

**Shorten Credit and Cut Out Discounts**

**Forty-two Ontario Wholesale Grocers Sign Agreement—All Goods Invoiced at Net Cash Thirty Days with Exception of Tea, Vinegar and Sugar—Interest on Overdue Accounts.**

Forty-two wholesale grocery firms in Ontario have, beginning this year, signed an agreement regarding the discontinuance of discounts on all articles excepting tea, sugar and vinegar. The agree-

ment also stipulates that interest at 7 per cent. per annum will be charged on all accounts accrued after the beginning of 1912 and not paid within 30 days.

## Grocers Enumerate Instances of Theft

**At Association Meeting Tell How Wholesale Delivery Men Attempt to Cheat Them—Caught in the Act—Short Bread, Butter and Potatoes—New Officers Elected—Legislation Committee Named—Banquet to be Held.**

Toronto, Jan. 18.—(Special.)—If the first 1912 meeting of the Toronto Retail Grocers' Association can be taken as a gauge of what is to follow during next eleven months some good things can be expected from this association before another year has passed into history.

Much enthusiasm was displayed and the attendance was a record one, so large indeed that the securing of a larger hall for their meetings was deemed necessary and a committee was appointed to look after the matter. An important feature was the forcible manner in which it was pointed out by actual instances that it behooves every merchant to see that he gets all he pays for.

### Officers for 1912.

It was election night and after the regular routine work had been cared for, the selection of officers for the ensuing year was made. Here is the list of those who will guide the association work during the year:—

President.—R. W. Davies (acc.)  
 Vice-President.—D. W. Clark.  
 Rec. Secretary.—C. F. Thorne (acc.)  
 Treasurer.—J. S. Bond (acc.)  
 Executive.—D. McLean, D. Bell, C. Fry and R. Mathews.  
 Trustees.—D. W. Clark, D. Bell and F. Johnston (acc.)  
 Auditors.—N. Carmichael, C. Fry.

Then followed the installation of above officers by Past President, Wm. C. Miller, who in stepping down from the presidential chair to give way to his worthy successor, made quite a flowery speech. He pointed out the progress which the association had made during past year, its membership showing big increase while many questions of importance to the retail trade had been dealt with. He predicted even greater things for the association during coming year.

The members-elect in turn pledged themselves to serve faithfully the association during their term of office. They all looked forward confidently to good year and believed that by proper co-operation the position of the grocery trade could be materially improved.

### Will Watch Retail Legislation.

On motion of F. Johnston and R. Mathews it was decided to appoint a Legislative Committee to look after the association's interests during the year. This committee is composed of Messrs. Carmichael, Hall, Bone, Kennedy, Dutton, Duke, Miller and Snider. It will be their duty to watch all legislation coming before civic, provincial and federal bodies

which may have any effect on the retailers' interests and see that their rights are carefully observed; also to secure such legislation from these bodies as is deemed necessary to protect and improve the grocery trade.

### To See About Peddlers' Licenses.

The peddler nuisance will likely be a subject to claim first attention.

It was pointed out by F. Johnston that the new licenses to peddlers had not yet been issued and that now was the time to interview the city council in



R. W. DAVIES, Homewood Ave.  
 Elected to the Presidency of the Toronto Retail Grocers' Association.

regard to the matter. D. W. Clark had a strong protest to make against the hucksters calling out their wares on the street. The grocer's customers without considering quality got the idea that they were being over charged and became dissatisfied.

### Weight of Bag of Potatoes.

In regard to petition sent to the Dominion government that the standard weight of potatoes be set at 75 pounds, a communication was received from the Trade and Commerce department that a weight of 80 pounds had already been recommended to the government, being endorsed by the Ontario and Quebec Vegetable Growers' Associations as well as the Dominion Experimental Farm. This has been the standard weight in Quebec for some time and the Senate has recommended that it be extended to cover the whole Dominion. It has not as yet been passed on by the Commons.

Another question which F. Johnston had to bring before the association was wholesalers selling to consumers. W. C. Miller spoke of it as an important point and cited cases in which wholesalers were selling to boarding houses and even small householders. C. W. Duke had complaints to make in regard to consumers buying from wholesale fruit men, who in many instances seemed to recognize no limit. It was pointed out by D. W. Clark that attention be given to making the association so strong that they will be able to demand that their rights be observed by wholesalers.

### Example of Wholesale Thefts.

All the members warmed up to the discussion on the advisability of the grocer keeping careful watch that he gets all the goods he pays for. Nearly all those present had instances to cite where thieving had been carried on to the loss of the grocer. D. W. Clark led off with an instance where a brother grocer had been overcharged in his invoice. After the goods were listed the amount set down as the price per pound was that at which the grocer had bought but when the totals were carried out it was found that a larger figure per pound had been charged.

Another instance was where a grocer had been paying for his bread each day without counting the amount left by the bread delivery man. He got wise to the scheme which the bread man was carrying on of short counting and recovered \$25 from the baker.

### Two Dozen Cakes Short.

Neil Carmichael had several cases where the grocers were being robbed by short count and weight and advocated that the dealer give a good deal of attention to goods received. He enquired of a brother grocer one day when he was on the road how many cakes he paid for and advised him to count them. While he had paid for 8 dozen, he had only received 6 dozen. That was just one day.

"I have known men delivering butter," he said, "to operate this scheme."

One side of your refrigerator is clear and you order him to place say 50 pounds in there. After he goes you find 50 pounds there all right but you do not know that several pounds have been transferred from the other side of the refrigerator to make it up."

### Minus Bag of Potatoes.

"The main feature of a man in business is to see that he gets right weight," said another grocer. "We received recently what was supposed to be 25 bags of potatoes. When we put them over the scales, however, we found that they were 85 pounds short on the whole." This was a bag short.

"You want to watch your back don't you," he continued. "One man I know

(Continued on page 38)

THE

THE MA

Publishers  
 Province of  
 Ontario, Que  
 Island and N  
 Cable Add

CANADA—

Montreal—

Toronto—14

Winnipeg—

UNITED STA

New York—

Western St

GREAT BRIT

London—33

FRANCE—

Paris—John

Subscri

Great

The groc  
 gets what

This was  
 regular meet  
 tion when di  
 the dealer h  
 and measure  
 bread delive

An instan  
 short in the  
 Other cases  
 in a fifty pe  
 short in a si  
 practically f  
 sale thieving.

These exp  
 of every dea  
 thing he buy  
 save money,  
 deal during  
 Grocer has re  
 this further  
 of such prec

W

With an a  
 within the las  
 50 degrees in  
 of wheat has  
 the grain mo  
 have been st  
 continue to b  
 all the ordina  
 at the head o  
 known as the  
 tough wheat  
 utmost. The  
 shipping of w  
 and Canadian  
 in bond, if th  
 on freight cha

The questio  
 heads of the a  
 with the grain

**THE CANADIAN GROCER**

Established - - 1886

**THE MACLEAN PUBLISHING CO., LIMITED**

John Bayne MacLean - - President.

Publishers of Trade Newspapers which circulate in the Province of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

Cable Address: Macpubco, Toronto. Atabek, London, Eng.

**OFFICES:**

**CANADA—**

Montreal—Rooms 701-702 Eastern Townships Bank Building. Telephone Main 1255. O. S. Johnston  
Toronto—143-149 University Ave. Telephone Main 7324.  
Winnipeg—34 Royal Bank Building. Phone Garry 2313.

**UNITED STATES—**

New York—R. B. Huestis. 115 Broadway, New York. Telephone 2282 Cortlandt  
Western States Representative—A. H. Byrne. 607 Marquette Building, Chicago. Telephone Randolph 3234.

**GREAT BRITAIN—**

London—85 Fleet St., E.C. Telephone Central 12060. E. J. Dodd

**FRANCE—**

Paris—John F. Jones & Co., 31 bis Faubourg Montmartre. Subscription, Canada, \$2.00; United States, \$2.50; Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

**PUBLISHED EVERY FRIDAY.**

**GET WHAT YOU PAY FOR**

The grocer cannot be too careful in making sure he gets what he pays for.

This was brought out in its true light at the last regular meeting of the Toronto Retail Grocers' Association when different members enumerated instances where the dealer has lost money through short weight, count and measure on the part of the produce, wholesale and bread deliverers.

An instance of where a grocer was practically a bag short in the delivery of 25 bags of potatoes was given. Other cases showed merchants out 2 and 5 lbs. of butter in a fifty pound purchase; still another 2 dozen cakes short in a single purchase and one where a grocer was practically forced out of business on account of wholesale thieving.

These experiences serve to show the absolute necessity of every dealer counting, weighing or measuring everything he buys. There are sure to be times when he will save money, possibly not much at one time but a great deal during the year. This is a point The Canadian Grocer has repeatedly pursued and we are pleased to have this further opportunity of referring to the importance of such precautions.

**WESTERN WHEAT SITUATION.**

With an average temperature of 25 degrees below zero within the last three weeks, and with a maximum of over 50 degrees in different points of the west, the threshing of wheat has, of course, been delayed indefinitely, and the grain moving east is only composed of stocks which have been stored in interior elevators. These shipments continue to be heavy, however, and, in fact, not only are all the ordinary elevators filled to their outmost capacity at the head of the lakes, but the large C. P. R. elevator known as the "Hospitable Elevator," where damp or tough wheat is dried before storing, is also taxed to its utmost. The result is that arrangements regarding the shipping of wheat to Duluth have been hastily concluded, and Canadian grain is to be sent to Duluth to be stored in bond, if the Interstate Commission grants lower rates on freight charges from Winnipeg to Duluth.

The question at the present time which is puzzling the heads of the agriculture authorities is what shall be done with the grain that is still in the stook. Agriculture jour-

nals are devoting considerable space to the discussion of this matter, and information is being received from all quarters. That it is absolutely impossible to thresh grain now is recognized, but whether it is best to give up all idea of getting the grain eventually threshed or leaving it until after the spring work is over and then endeavoring to thresh it, is the question of the day, and it is expected that this will be dealt with at all of the forthcoming Grain Growers' conventions.

Owing to the action on the part of the people and the Government as well, the railroad officials have promised increased car service to the west, and already arrangements are under way to increase the size of the Winnipeg yards of the C. P. R. An expert has arrived in that city from Chicago and is now planning an extension which will in future include yards of such a size that a repetition of the serious congestion as occurred this winter will not take place.

**GET AFTER TRANSIENT TRADER.**

Merchants of Edmonton, Alta., are strenuously objecting to transient traders arriving in busy seasons, and with little expense and small license fees, departing "in the night" with the cream of the trade.

There are so many short sighted city councils in existence that municipalities are suffering in all parts of Canada with the transient trader evil. As will be seen from an article on another page of this issue, the Edmonton merchants show that transient traders suddenly appear in the city when there is the greatest possible opportunities for selling their particular lines, skim off the best of the trade and depart suddenly as soon as their season is over with the people's money.

If this money were spent among permanent merchants and kept at home, where it would do some useful building for the benefit of the city, the municipality would undoubtedly reap greater advantages.

It is, therefore, a short-sighted policy on the part of city councils to encourage with small fees transient traders to come into the city.

The merchants, at considerable expense, are permanent assets and help build up the municipality. The transient trader, on the other hand, helps pull it down.

**A GOOD FISH TO SELL.**

The grocer has good reason for recommending sardines to his customers, because they are a healthful food. The sardine supplies an excellent proportion of nitrogenous material, so it becomes a real and economical food.

Besides, the sardine has appetising qualities, and where the appetite serves, digestion follows. Its preservation in the cooked state in oil precludes contamination, even though it comes to us in the tin.

The use of sardines also brings the use of oil which is very commonly excluded without good reason from the diet nowadays. The oil in which the sardine is packed is both a curative and preventative of ills.

Hamilton grocers are opposed to the present system of Government scale inspection. At the last meeting of their association it was shown that Government inspectors ordered grocers to have alterations made to scales and measures for which they (the grocers) had to pay. The meeting was of the opinion that this is unfair, and think the Government should bear the expense. If all dealers get after their members of Parliament, pointing out the injustice, it should soon be remedied.





# The Markets--Sugar 10 Cents Lower

Big Imports of U.S. Tomatoes to Canada This Year—One Firm Brings in 27,000 Cases—Canned Lobster and Soups Up in Toronto—Shelled Walnuts Drop in Montreal—Molasses Lower in Halifax.

## QUEBEC MARKETS.

### POINTERS.—

Sugar.—Down 10 cents.  
Hallowee Dates.—Up  $\frac{1}{2}$  cent.  
Brazil Nuts.—Very scarce.  
Shelled Walnuts.—Down to 29-31.

Montreal, Jan. 18.—Stock taking time among jobbers is only a week away, and in addition to the regular sales there is an attempt to dispose of odds and ends before the actual work is begun. The past year was brightened by a fine business record reported in all sides and up to the present time the new year is doing well in a seeming effort to surpass that which has just been accomplished. This is usually a rather quiet time and while it is not causing nervous prostration among the trade at present it is very much better than was anticipated. Demand from the country is good for the season and it is hoped it will continue in the effort it has set out to accomplish during the present year.

The market has not been featured by any special flights. Sugar is going down steadily, common teas remain firm and high in price, prunes have gone up and the whole dried fruit market is worth following. Recent snows may make difficult traveling on the country roads, but on the whole the country trade has been quite satisfactory.

SUGAR.—Sugar market showed another decline on Thursday and is now on the basis of \$5.45. The continued declines have been of almost unbroken regularity and it is likely there will be still further action before a halt is called. Sales are quite moderate and general tendency is to buy from hand to mouth, and this will naturally continue until market settles down and rights itself.

Granulated, bags	5 45
30-lb. bags	5 50
Imperial	5 80
Beaver	5 35
Paris lump, boxes, 100 lbs.	6 25
50 lbs.	6 25
25 lbs.	6 55
Red Seal, in cartons, each	0 25
Crystal diamonds, bbls.	6 15
100 lb. boxes	6 25
50 lb.	6 35
25 lb.	6 55
5 lb. cartons, each	0 37 $\frac{1}{2}$
Crystal Diamond Dominoes, 5-lb. cartons, each	5 90
50-lb. boxes	5 80
25-lb. boxes	6 30
Powdered, bbls.	5 70
50-lb. boxes	5 90
Phoenix	5 45
Eight coffee	5 20
No. 3 yellow	5 20
No. 2	5 20
No. 1	5 05
10-lb. granulated and yellow may be had at 5c. above bag prices.	

Syrups and Molasses.—The present finds nothing unusual in this market. Molasses may become more interesting a

little later but just now they are firm with prospects of continued strength.

Fancy Barbados molasses, puncheons	0 38	0 40
" " " barrels	0 41	0 43
" " " half-barrels	0 43	0 45
Choice Barbados molasses, puncheons	0 34	0 36
" " " barrels	0 37	0 39
" " " half-barrels	0 39	0 41
New Orleans	0 25	0 28
Antigua	0 30	
Porto Rico	0 40	
Corn syrups, bbls.	0 03 $\frac{1}{2}$	
" 1-bbls.	0 25	0 28
" 2-bbls.	0 03 $\frac{1}{2}$	
" 25-lb. pails	1 70	1 25
Cases, 2-lb. tins, 2 doz. per case	2 40	
5-lb. " 1 doz.	2 75	
10-lb. " 1 doz.	2 65	
20-lb. " 1 doz.	2 60	

DRIED FRUITS.—There is but little new in dried fruit market for week. The movement in prunes mentioned last week has been carried out just as intimated and all down the line there is strength in this market. Currants are steady and are holding their own. It has been estimated there is apparent shortage of 11,000 tons of currants. This is of course only an estimate based on the usual requirements in currants.

Evaporated apricots	0 22	0 24
Evaporated apples	0 09 $\frac{1}{2}$	0 10 $\frac{1}{2}$
Evaporated peaches	0 18	0 19
Evaporated pears	0 18	0 19
Currants, fine siliatras, per lb., not cleaned	0 07	0 07 $\frac{1}{2}$
" " " cleaned	0 07 $\frac{1}{2}$	0 08
" 1-lb. packages, fine siliatras, cleaned	0 08	0 09 $\frac{1}{2}$
" Patras, per lb.	0 09	0 09 $\frac{1}{2}$
" Vostizaa, per lb.	0 09 $\frac{1}{2}$	0 10
Dates, 1-lb. packages	0 07	0 07 $\frac{1}{2}$
Dates, Hallowee, loose	0 06	
Figs, 3 crown	0 07 $\frac{1}{2}$	0 10 $\frac{1}{2}$
" 4 crown	0 08	0 10 $\frac{1}{2}$
" 5 crown	0 08 $\frac{1}{2}$	0 11
" 6 crown	0 09	0 11
" 7 crown	0 10	0 12
" 8 crown	0 11	0 13
" 9 crown	0 12	0 14
" 10 crown	0 13	0 15
" 11 crown	0 14	0 16
" 12 crown	0 15	0 17
" 13 crown	0 16	0 18
" 14 crown	0 17	0 19
" 15 crown	0 18	0 20
" 16 crown	0 19	0 21
" 17 crown	0 20	0 22
" 18 crown	0 21	0 23
" 19 crown	0 22	0 24
" 20 crown	0 23	0 25
" 21 crown	0 24	0 26
" 22 crown	0 25	0 27
" 23 crown	0 26	0 28
" 24 crown	0 27	0 29
" 25 crown	0 28	0 30
" 26 crown	0 29	0 31
" 27 crown	0 30	0 32
" 28 crown	0 31	0 33
" 29 crown	0 32	0 34
" 30 crown	0 33	0 35
" 31 crown	0 34	0 36
" 32 crown	0 35	0 37
" 33 crown	0 36	0 38
" 34 crown	0 37	0 39
" 35 crown	0 38	0 40
" 36 crown	0 39	0 41
" 37 crown	0 40	0 42
" 38 crown	0 41	0 43
" 39 crown	0 42	0 44
" 40 crown	0 43	0 45
" 41 crown	0 44	0 46
" 42 crown	0 45	0 47
" 43 crown	0 46	0 48
" 44 crown	0 47	0 49
" 45 crown	0 48	0 50
" 46 crown	0 49	0 51
" 47 crown	0 50	0 52
" 48 crown	0 51	0 53
" 49 crown	0 52	0 54
" 50 crown	0 53	0 55
" 51 crown	0 54	0 56
" 52 crown	0 55	0 57
" 53 crown	0 56	0 58
" 54 crown	0 57	0 59
" 55 crown	0 58	0 60
" 56 crown	0 59	0 61
" 57 crown	0 60	0 62
" 58 crown	0 61	0 63
" 59 crown	0 62	0 64
" 60 crown	0 63	0 65
" 61 crown	0 64	0 66
" 62 crown	0 65	0 67
" 63 crown	0 66	0 68
" 64 crown	0 67	0 69
" 65 crown	0 68	0 70
" 66 crown	0 69	0 71
" 67 crown	0 70	0 72
" 68 crown	0 71	0 73
" 69 crown	0 72	0 74
" 70 crown	0 73	0 75
" 71 crown	0 74	0 76
" 72 crown	0 75	0 77
" 73 crown	0 76	0 78
" 74 crown	0 77	0 79
" 75 crown	0 78	0 80
" 76 crown	0 79	0 81
" 77 crown	0 80	0 82
" 78 crown	0 81	0 83
" 79 crown	0 82	0 84
" 80 crown	0 83	0 85
" 81 crown	0 84	0 86
" 82 crown	0 85	0 87
" 83 crown	0 86	0 88
" 84 crown	0 87	0 89
" 85 crown	0 88	0 90
" 86 crown	0 89	0 91
" 87 crown	0 90	0 92
" 88 crown	0 91	0 93
" 89 crown	0 92	0 94
" 90 crown	0 93	0 95
" 91 crown	0 94	0 96
" 92 crown	0 95	0 97
" 93 crown	0 96	0 98
" 94 crown	0 97	0 99
" 95 crown	0 98	1 00
" 96 crown	0 99	1 01
" 97 crown	1 00	1 02
" 98 crown	1 01	1 03
" 99 crown	1 02	1 04
" 100 crown	1 03	1 05

NUTS.—Price of shelled walnuts is down to 29-31 cents after holding around holiday figure for some time. Drop is the result of arrival of goods bought for delivery now and therefore at a much lower price than the preholiday quotations. It is just possible these Borceaux halves might be sold at slightly lower figures. There is fairly good sale of nuts these days, thanks to the numerous social affairs to a large extent. Brazils are quite scarce and firm.

In shell—		
Brazils	0 27 $\frac{1}{2}$	0 25
Filberts, Sicily, per lb.	0 10 $\frac{1}{2}$	0 12
" Barcelona, per lb.	0 10 $\frac{1}{2}$	0 12
Tarragona Almonds, per lb.	0 15	0 17
Walnuts, Mayette Grenobles, per lb.	0 15 $\frac{1}{2}$	0 17
" Marbota, per lb.	0 12 $\frac{1}{2}$	0 14
" Cornes, per lb.	0 11	0 13
Hungarian	0 13 $\frac{1}{2}$	0 15

Shelled—		
Almonds, 4-crown selected, per lb.	0 35	0 37
" 3-crown " "	0 32	0 34
" 2-crown " "	0 31	0 32
(In bags), standards, per lb.	0 27	0 28
Valencia shelled almonds, new crop	0 34	0 36
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	0 08 $\frac{1}{2}$	0 09 $\frac{1}{2}$
Coon, roasted	0 08 $\frac{1}{2}$	0 09 $\frac{1}{2}$
Diamond G, roasted	0 09	0 10
Bon Ton, roasted	0 11 $\frac{1}{2}$	0 12 $\frac{1}{2}$
Sun, roasted	0 10	
Spanish, No. 1	0 12	
Virginia, No. 1	0 13	0 15
Pecans, jumbo	0 19	0 21
Pisachios, per lb.	0 19	0 21
Walnuts—		
Bordeaux halves, bright	0 29	0 30
Broken	0 28	0 30

TEAS.—The high prices of lower grade teas have made it impossible for packers using lead packages to put a tea on the market at the old familiar sum of 25 cents. Gradually they are being withdrawn or as in most cases the price is advanced to 30 cents. The demand for low grade teas has been extremely heavy and in this as in many market conditions indicate that the consumption is catching up with production if it has not already done so. There is firmness throughout the entire market with but little happening.

Japan—		
Choicest	0 40	0 50
Choice	0 35	0 37
Fine	0 30	0 35
Medium	0 26	0 30
Good common	0 21	0 24
Common	0 19	0 21
Ceylon—Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchong	0 20	0 22
India—Pekoe Souchong	0 19	0 30
Ceylon greens—Young Hyson	0 24	0 25
Hyson	0 24	0 25
Gunpowders	0 19	0 35
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

## ONTARIO MARKETS.

### POINTERS—

Sugar—Down 10c.  
Lobsters—Halves now at \$3.00.  
Soups—Stocks small.  
Almonds In Shell—Higher.  
Beans—Firmer.  
Brazil Nuts—None left.  
Lima Beans—Higher.

Toronto, Jan. 18.—The first half of first month cannot be said to have been brisk. However that was not looked for. January is generally a quiet month, and this year has not been any more so than usual. In fact, considering the cold weather and snow storms in many sections, the year is regarded as having opened up fairly well.

Canned goods have lost little of their steadiness, but it is remarked that demand is rather quiet. In the United States, tomatoes are held strongly at \$1.20 per dozen as against 85 cents early in the fall. The imports of United States

THE CANADIAN GROCER

tomatoes to Canada this year have been large. One wholesale firm alone imported 27,000 cases.

**SUGAR**—Another 10 cent decline on Thursday of last week brought local quotations down to \$5.55. Where does sugar stand now? That is the question. It is being turned over in minds of refiners, wholesalers and retailers. Majority of wholesalers are looking for continuance of downward trend. That is shown by fact that they are operating on hand-to-mouth basis. There are sugar men, however, who suggest it may be probable sugar has reached its low level for present. While agreeing that the price is still high, they point to actual shortage of sugar in the world which it will take some time to make up.

There is somewhat of a new feature arisen. Raw market in Europe has shown advances, and on strength of these advances; New York refiners are said to be buying raws. "If that is the case," said one sugar man, "there may be reason to believe we may be at the bottom point. My opinion is that we will be lucky to see any further easing, and more probable according to present lay of market cards to see steady and firming market." Such is the opinion of one sugar man. He is not the only one inclined that way either, but others have different opinions.

Extra granulated, bags.....	5 55
" " 20 lb. bags.....	5 65
Imperial granulated.....	5 35
Beaver granulated.....	5 35
Yellow, bags.....	5 15
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.....	5 95
" " 50-lb. boxes.....	6 15
" " 25-lb. boxes.....	6 25
Powdered, bbls.....	6 75
" " 50-lb. boxes.....	6 75
" " 25-lb. boxes.....	6 15
Red Seal, cwt.....	7 10
St. Lawrence Crystal Diamonds.....	7 50
Paris lumps, in 100-lb. boxes.....	6 45
" " in 50-lb. ".....	6 55
" " in 25-lb. ".....	6 75

**SYRUP AND MOLASSES**—There is a seasonable trade in syrups and molasses but otherwise there is no change.

Syrups—	Per case	1 gal, 24 to case	5 40
2-lb. tins, 2 doz.		Pints, 24 to case	3 00
in case.....	2 40	Maple Syrup—pure	
5-lb. tins, 1 doz.		Galons, 6 to case	6 69
in case.....	2 75	1/2 gallons, 12 to case	7 25
10-lb. tins, 1/2 doz.		Quarts, 24 in case	7 25
in case.....	2 65	Pints, 24 to case	4 00
20-lb. tins, 1/2 doz.		Qt. bottles, 12 to case	3 50
in case.....	2 60	Molasses, per gal—	
Barrels, per lb.....	0 03 1/2	New Orleans,	0 30
Half barrels, lb.....	0 03 1/2	medium.....	0 35
Qtr. barrels, lb.....	0 03 1/2	New Orleans,	
Pails, 3 1/2 lbs ea.....	1 75	barrels.....	0 28
Pails, 2 1/2 lbs. ea.....	1 25	Barbados, extra	
Maple syrup—Compound		fancy.....	0 45
Gallons, 6 to case	4 80	Porto Rico.....	0 45
1/2 gals., 12 to case	5 40	Muscovado.....	0 30

**DRIED FRUITS**—There are no particularly new features in dried fruits this week. Prunes are regarded by local dealers as holding quite strong position. There seems to be no overplus of supplies carried by local jobbers. Enquiries on this market for prunes have been made by Chicago brokers recently denoting the situation there.

Currants in primary market are firm, a late advice noting them up six pence.

Evaporated apples under considerable export enquiry are shaping to even

greater firmness. One firm quotes 3/4 cents above previous level.

Prunes—			
30 to 40, in 25-lb. boxes.....	0 15	0 16	
40 to 50 " ".....	0 14	0 15	
70 to 80, in 25-lb. boxes.....	0 10	0 10	
80 to 90, in 25-lb. boxes.....	0 09 1/2	0 09 1/2	
90 to 100, in 25-lb. boxes.....	0 09	0 09	
Same fruit in 50-lb. boxes 1/2 cent less.			
Bosnia prunes.....	0 08	0 08 1/2	
Apricots—			
Choice, 25 lb boxes.....	0 21	0 23	
Fancy.....	0 25	0 25	
Candied Peels—			
Lemon.....	0 10	0 11	Citron..... 0 15 0 17
Orange.....	0 10	0 12 1/2	
Figs, 2 to 2 1/2 inches, per lb.....	0 09	0 13	
Tappets.....	0 04	0 04 1/2	
Bag figs.....	0 04 1/2	0 07	
Dried peaches.....	0 17	0 18	
Dried apples.....	6 08 1/2	0 09	
Evaporated apples.....	0 09 1/2	0 10	
Currants—			
Fine Filiatras.....	0 07 1/2	0 08	Vostizzas..... 0 10 0 13
Patras.....	0 08	0 08 1/2	
Uncleaned 1/2 cent less			
Raisins—			
Sultana.....	0 11	0 12	
" fancy.....	0 14	0 14 1/2	
" extra fancy.....	0 16	0 17	
Valencias selected, fancy.....	0 08 1/2	0 08 1/2	
Seeded, 1 lb packets, fancy.....	0 09	0 09	
" 16 oz. packets, choice.....	0 08 1/2	0 08 1/2	
New Dates—			
Hallowees—		Package dates,	
Full boxes.....	0 06	per 1 lb.....	0 07 0 07 1/2
Half boxes.....	0 07	Pards choicest.....	0 09 1/2 0 10 1/2

**COFFEE**—There is nothing really new in coffee as far as the retailer is concerned.

"We are getting more trade in coffee than we want," was the way one wholesale firm expressed itself. "Prices are so high that we are making practically nothing on coffee now."

Rio, roasted.....	0 23	0 24	Mocha, roasted.....	0 30	0 32
Green Rio.....	0 19	0 20	Java, roasted.....	0 32	0 35
Santos, roasted.....	0 24	0 25	Mexican.....	0 27	0 28
Maricao, ".....	0 24	0 25	Guatemala.....	0 25	0 26
Bogotas.....	0 26	0 27	Jamaica.....	0 25	0 26
			Chiocory.....	0 12	0 12

**SPICES**—Trade has shown touch of quietness but is shortly expected to brighten up. There are no special market features.

	Tins	1/2 lb. Pkg. 1	1/2 lb. tins doz
Allspice.....	15-18	60-70	70-80
Cassia.....	21-30	85-115	95-125
Cayenne pepper.....	23-28	80-105	90-115
Cloves.....	23-28	75-95	85-110
Cream tartar.....	27-00	90-00	.....
Curry powder.....	25-00	.....	.....
Ginger.....	22-27	65-85	75-95
Mace.....	50-80	.....	09-275
Nutmegs.....	30-40	90-00	1 00-2 50
Peppers, black.....	19-22	67-75	80-90
Peppers white.....	28-30	90-105	1 05-1 15
Pastry spice.....	20-27	65-95	75-110
Pickling spice.....	16-20	75-00	75-00
Turmeric.....	16-00	.....	.....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Mustard seed, per lb. in bulk..... 0 12  
Celery seed, per lb in bulk..... 0 90  
Shredded cocoanut, in pails..... 0 16 1/2 0 17 1/2

**NUTS**—Almonds in shell are 1/2 to 1 cent per pound higher. Primary market is high and crop has been pretty well cared for.

Almonds, Formigetta.....	0 16	0 16 1/2
" Tarragon.....	0 17	0 17 1/2
" shelled.....	0 34	0 38
Walnuts, Grenoble.....	0 15	0 16
" Bordeaux.....	0 12	0 13
" Marbota.....	0 13	0 14
" shelled, new.....	0 35	0 38
Filberts.....	0 11	0 12
Pecans.....	0 17	0 18
Peanuts, roasted.....	10	0 13

**RICE AND TAPIOCA**—Trade is normal for the season. Rice maintains its position. Rangoon holds high, while prices on new crop Patna are 3 shillings higher than last year's opening figures.

Standard B, from mills, 500 lbs. or over, f.o.b.	
Montreal.....	3 65
Rice, standard B.....	3 75

Rangoon.....	Per lb.	Sago, medimm	
Fancy rangoon.....	0 03 1/2 0 04	brown.....	0 05 1/2 0 06
Patna.....	0 05 1/2 0 06	Tapioca—	
Japan.....	0 05 1/2 0 07	Bullet, double	
Java.....	0 06 1/2 0 07	goat.....	0 08
Carolina.....	0 08 1/2 0 10	Medium pearl.....	0 06 1/2 0 07
		Flake.....	0 08
		Seed.....	0 06 1/2 0 07

**BEANS**—Prices are firmer and higher. Majority of quotations rule around \$2.40 for prime, and some jobbers are asking even above that figure. Heavy sales were made by farmers in fall induced by high prices and amount remaining is reported small. Mining and lumbering camps are big consumers of this line.

**Lima Beans**—Prices on California Lima beans have been firming and are quoted higher by local wholesalers, ruling around 8 cents.

Prime beans, per bushel.....	2 30	2 35
Hand picked beans, per bushel.....	2 40	2 45

CANNED GOODS.

**MONTREAL**—String beans, wax and green, are selling at \$1.35. Canadian stocks with most houses were exhausted some time ago, and U. S. goods had to be brought in to meet demand. Whether it is general fact or not, there is feeling that the consumption of canned goods has not been as heavy as is usually the case. Prevailing high prices are given as reason for this condition. Peas and other lines would have been much more reduced with lower prices. The same might be said of blueberries, strawberries and other fruits of which there was a comparatively short pack. The present demand for canned goods is steady, and a fairly large trade is passing.

**TORONTO**—Canned lobsters are higher and are being quoted at \$3 per dozen for halves. Stocks are small and there are those who predict a clean-up in early spring the same as last year. Quarters are practically a nil quantity.

Soups are also practically cleaned up. It will be remembered that delivery was small, being only 18 per cent of 1's, and 26 per cent. of 2's. Any jobbers who have any stock to offer are asking higher than opening prices. Potted poultry showed a 75 per cent. delivery and has not moved from the opening figure.

MANITOBA MARKETS.

**POINTERS**—

Sugar.—Decline 10 cents.

Prunes.—Firm.

Eva. Apples.—Advancing.

Coffee.—Steady.

Winnipeg, Jan. 18.—The intense cold weather during last week, following as it did, two weeks of 30 below zero weather, has assisted very materially in delaying all trains, and has handicapped to considerable extent shipment of goods. Travelers are all on the road, however, and orders for sorting and spring shipments are beginning to arrive in large

quantities. Mail fairly steady this have been kept a taking will be sta in another two w are already being business in such portant part of t gone through as

A feature of a decline of 10 c This makes a tot since November 2 market is still in porated apples ha life and a slight s over last week.

In dried fruits, the trade are wat California market. dealer in Chicago week on this situa

"It has been a g the statistical sta dried fruits was a now, or when stoc were as light as th are now entering fruit consuming p outlook for a very us. Of prunes, i that there are les left in entire State ed at 175,000,000.

4,000 jobbers to month."

The same firm w also received an i house asking for for sale of 50's a city. They were w back to Chicago. order of things.

**SUGAR**—A dec in sugar this week decline of 30c with market at present while orders have last two weeks, it deline will result volume of business

Montreal and B.C. granulat	" in sacks.....
" yellow, in bbls.....	" in sacks.....
King sugar, in bbls.....	in boxes (25 lbs.).....
" " in boxes.....	" in boxes.....
Powdered sugar, in bbls.....	" in small qu.....
" " in bbls.....	" in 1/2-bbls.....
Lump, hard, in bbls.....	" in 100-lb. cases.....

**SYRUP**—Syrup changed, demand l time and trade hea

Syrups—	
2 1/2-lb. tins, per case.....	.....
12 1/2-lb. tins, per case.....	.....
6 10-lb. tins, per case.....	.....
3 90-lb. tins, per case.....	.....
Half barrels per cwt.....	.....
Barbados molasses, in half	.....
New Orleans molasses, half	.....

**EVAPORATED** expected, evaporate advance of 1/2 c p

quantities. Mail orders have also been fairly steady this week and wholesalers have been kept actively at work. Stock taking will be started in grocery houses in another two weeks, and arrangements are already being made for placing of business in such a shape that this important part of the year's work can be gone through as hurriedly as possible.

A feature of the trade this week was a decline of 10 cents per cwt. in sugar. This makes a total decline of 30 cents since November 25, and shows that the market is still in weak condition. Evaporated apples have shown considerable life and a slight advance will be noticed over last week.

In dried fruits, however, the eyes of the trade are watching with interest the California market. A report from a large dealer in Chicago to a local firm this week on this situation was as follows:— "It has been a great many years since the statistical statement on California dried fruits was as strong as it is right now, or when stocks in hands of jobbers were as light as they are at present. We are now entering upon the actual dried fruit consuming period, and with every outlook for a very large business before us. Of prunes, it is reliably reported that there are less than 15,000,000 lbs. left in entire State out of a crop estimated at 175,000,000 pounds, and with over 4,000 jobbers to supply for the next month."

The same firm who received this report also received an inquiry from a Chicago house asking for prices and quantities for sale of 50's and 25's prunes in this city. They were willing to buy and take back to Chicago. This established a new order of things.

SUGAR.—A decline of 10c is noticed in sugar this week, which makes a total decline of 30c within last six weeks. The market at present time is still weak, and while orders have not been heavy within last two weeks, it is expected that this decline will result in bringing a larger volume of business.

Montreal and B.C. granulated, in bbls.	6 10
"    "    in sacks	6 05
"    yellow, in bbls.	5 20
"    "    in sacks	5 65
Refined sugar, in bbls.	6 45
"    in boxes (25 lbs.)	6 70
Powdered sugar, in bbls.	6 25
"    in boxes	6 25
"    in small quantities	6 00
Lump, hard, in bbls.	6 95
"    in 1/2-bbls.	7 05
"    in 100-lb. cases	6 95

SYRUP.—Syrup situation is still unchanged, demand being good at present time and trade healthy.

Syrup—	
24 2-lb. tins, per case	2 28
12 5-lb. tins, per case	2 68
6 10-lb. tins, per case	2 56
3 20-lb. tins, per case	2 57
Half barrels per cwt.	3 85
Barbadoes molasses, in half barrels, per gallon	0 45
New Orleans molasses, half barrels, per gallon	0 30 0 31

EVAPORATED APPLES.—As was expected, evaporated apple market took advance of 1/2c per pound over that

quoted last week, owing to strength of eastern markets. This advance is regarded by many as being former of steadily rising market for rest of winter. Prices quoted at present time are 10 1/2c flat, Winnipeg.

NUTS.—In spite of fact that holiday season is over, there is still fair demand for nuts of all varieties, and wholesalers expect to be rid of practically all their stock this year. Prices are unchanged from last week, and are as follows:—

New Filberts, large	0 11 1/2	Tarragona Almonds	0 15 1/2
Marbot Walnuts	0 13 1/2	Abernethys	0 14 1/2
Brazil Nuts	0 15	Pecan Choice	0 17
Grenoble walnuts	0 16 1/2		

DRIED FRUITS.—As stated above, dried fruit situation is going to be a precarious one before new stocks are received, and as far as prunes are concerned, market is expected to be bare of this line long before new crop will be ready to be picked. This will naturally mean considerably higher prices, and an advance is being looked for daily. No change has, however, taken place on local market since advance of last week, and quotations may be seen below. Valencia raisins and figs have also been in good demand, but no advances have been noted yet.

New prunes	Per lb.	70-80s, 25s, s.p.	0 09 1/2
90-100s, 25s, s.p.	0 38 1/2	70-80s, 10s, s.p.	0 10 1/2
90-100s, 10s, s.p.	0 09 1/2	60-70s, 25s, s.p.	0 05 1/2
80-90s, 25s, s.p.	0 08 1/2	50-60s, 25s, s.p.	0 10 1/2
80-90s, 10s, s.p.	0 09 1/2	40-50s, 25s, s.p.	0 11 1/2

New Figs—	
Camel 3-crown table figs	0 10
"    4-crown table figs	0 11
"    5-crown table figs	0 11 1/2
"    6-crown table figs, about 10 lbs.	0 12
"    6-crown table figs, about 50 lbs.	0 12 1/2
"    7-crown table figs, about 100 lbs.	0 14 1/2
"    9-crown table figs, about 10 lbs.	0 16
Emmanuel 3-crown	0 08 1/2
"    4-crown	0 08 1/2
"    5-crown	0 09 1/2
"    6-crown	0 10
"    7-crown	0 11
Club box figs	0 06

Cooking Figs—	
Choice boxes	0 05 1/2
Half boxes	0 05 1/2
Half bags	0 04 1/2
Valencia raisins—	
Fine, f.o.s., 28s., s.p., per box	2 20
Fine, selected, 28s., s.p., per box	2 24
4-crown layers, 28s., s.p., per box	2 35
4-crown layers, 14s., s.p., per box	1 24
4-crown layers, 7s., s.p., per box	0 60
Ne plus ultra, 28s., s.p., per box	2 32
Currents—	
Dry clean, per lb.	0 07 1/2
Washes, per lb.	0 08
1-lb. package	0 08 1/2
2-lb. package	0 17 1/2

COFFEE.—Coffee remains steady and strong.

Roasted Rio, lb.	0 22	Green Rio, 5 1/2 lb.	0 17
		Green Rio, 7 1/2 lb.	0 16 1/2

PEAS AND BEANS.—Pea situation is practically unchanged, and stocks appear to be just as scarce as they ever were. While local market is strong, prices have not advanced during week.

Beans, 3-lb. picker, per bushel	2 55	2 65
Hand picked, per bushel	2 74	2 75
Peas, split, 100 lbs.	4 00	

SENT IN FICTITIOUS ORDERS.

Wholesalers, manufacturers and their representatives often have to deal with cases of misrepresentation on the part of salesmen which are difficult to head off in any way. A recent case occurred in Toronto which the wholesale trade

feel should be given publicity, as similar cases are not infrequent. Thos. Loney was employed as a salesman in the early part of the winter with F. E. Robson & Co., Front Street East, Toronto. Several orders were turned in from Toronto, Hamilton, Brantford, Woodstock, etc., but when the company began to fill them they discovered the orders had not been given and that the supposed salesman was sending in fictitious accounts of sales. At the same time he was drawing salary and expenses and causing loss and inconvenience to F. E. Robson & Co. The man was arrested, and after considerable litigation, changing of courts, etc., pleaded guilty. On making restitution he was allowed to go on suspended sentence. It is to be hoped this sort of thing will be eliminated altogether, as it tends to affect adversely our staple business conditions.

Hamilton, Ont., Board of Trade is considering the formation of a retail merchants' section. The purpose would be to boom Hamilton with a view to having all possible money spent there. President H. L. Frost, of the board, stated it was conservatively estimated that about one-half million dollars left Hamilton annually that should be spent there.

An authentic report from Edmonton, Alta., states that the plant operated by the Calgary Milling Co., has been purchased by the Robin Hood Flour Mills.

### In the High Court of Justice

Tenders are invited for the purchase of the following property belonging to the estate of John Walsh at St. Mary's, Ont.

1. The stock of groceries, etc., and shop fixtures, with the good-will of the business.
2. Furniture, billiard-table and library in private rooms over the store.
3. Contents of stable.

The grocery business is of long standing and enjoys a large trade in St. Mary's and vicinity. The value of the stock is approximately \$3,000 and of the fixtures, \$650.

The business is carried on in premises leased from Miss Hutton, St. Mary's. All the above mentioned property can be seen on application at the store in St. Mary's. Tenders for the stock-in-trade will be at a price on the Dollar of invoice price and on the fixtures a lump sum, both to be included in the one tender. Separate tenders are desired for parcels 2 and 3, of a lump sum in each case.

Tenders will be received until 1st February, 1912, at 10 A.M. A marked cheque for \$200 must accompany each tender for parcel 1, cheques to be made payable to Joseph Walsh. The cheques of all but the successful tenders will be returned forthwith after acceptance of any tender, and in his case will stand as security for completion of purchase and be forfeited on failure to complete. Balance of purchase price to be paid on completion of stock-taking when possession will be given.

For parcels 2 and 3 payment must be made on acceptance of tenders. The highest or any other tender not necessarily accepted.

Address all tenders to His Honor, John A. Barron, Local Master at Stratford. For further particulars apply to McPherson & Davidson or to Robertson & Coughlin, Barristers, Stratford.

DATED the 12th day of January, 1912.

JOHN A. BARRON,  
Local Master.

# HEINZ

This name stands for all that is best in Pickles, Sauces, Baked Beans, Relishes, Catsups, Soups and Preserves, in fact, fifty-seven varieties of the very finest eatables that it is possible to produce. The Heinz kitchens at Leamington, Ontario, are models of cleanliness, and they put out a standing invitation to everybody to call and go through their main plant at Pittsburg, and all the branch factories, whenever people can make it convenient to do so, and a staff of guides is kept always on hand to pilot visitors through the works. Now think this over and at the same time bear in mind that most manufacturers of food products try to keep strangers as far away from their operations as possible, you can then make your own conclusion as to what this all means. Your store must have a better standing with your customers if you have a lot of Heinz goods stacked around, because they know that these goods always stand for quality and it will well pay you, indirectly as well as directly, to show where you stand when it comes to goods that solicit the limelight when in the process of manufacture.

---

## H. P. ECKARDT & CO.

WHOLESALE DISTRIBUTORS

Cor. Front and Scott Sts. = TORONTO

### Prepar

Gener  
House  
Hints

General merch  
should soon be  
boosting their w

Wall paper wil  
end of next m  
April and May,  
merchants will g  
own communiti  
houses will. If  
will require agg  
a good display

In the past r  
been securing  
from county dis  
their best to fol  
It remains for t  
stop these inroac  
he can do it has  
time by those w  
clear purpose an

### Afraid

Their policy w  
dealer who last  
wall paper ma  
something like  
order down half  
are going to h  
town."

Such a letter  
sive, listless n  
demand and who  
much of an effort  
he should have d  
order and assortn  
gy to hold his tra  
by comparison.  
be that some deal  
power to make s  
tle advertising,  
sortment, backed  
talks from info  
manufacturers, m  
is bound to produ  
ate a great deal  
business.

### Good Prosp

One does not h  
discover that the  
be had in wall  
prospering at a r  
enormous annual i  
means the erectio  
homes every year  
taking more and r  
pearance of their  
er grade paper.

This fact being  
problem is to ge  
store to look at th  
absolutely necessa  
ant to get those  
customers. It is t

## Prepare for Spring Wall Paper Trade

General Merchant Should Begin Early to Head Off Mail Order House Business—Plenty of Trade Passing in Spring of Year—Hints in Buying and Selling.

General merchants throughout Canada should soon be making preparations for boosting their wall paper department.

Wall paper will be wanted towards the end of next month and during March, April and May, and either the general merchants will get the business in their own communities or the mail order houses will. If the merchant gets it, it will require aggressive selling methods, a good display and a good assortment.

In the past mail order houses have been securing more than their share from county districts and they will do their best to follow up this advantage. It remains for the general merchant to stop these inroads into his trade. That he can do it has been proven time after time by those who have set out with a clear purpose and a definite policy.

### Afraid of Opposition.

Their policy was not like that of a dealer who last week sent a letter to a wall paper manufacturer which read something like this. "Please cut my order down half this year as we find we are going to have opposition in the town."

Such a letter denotes the unprogressive, listless merchant who waits for demand and who would consider it too much of an effort to create sales. What he should have done was to increase his order and assortment, and use some energy to hold his trade and get new custom by comparison. The trouble seems to be that some dealers do not realize their power to make sales. The use of a little advertising, display, up-to-date assortment, backed up by strong selling talks from information received from manufacturers, make a combination that is bound to produce sales and to eliminate a great deal of the catalogue house business.

### Good Prospects for Future.

One does not have to go far afield to discover that there is good business to be had in wall paper. The country is prospering at a rapid rate and with the enormous annual influx of population this means the erection of thousands of new homes every year. People are gradually taking more and more interest in the appearance of their homes and using high-grade paper.

This fact being self-evident the first problem is to get the people into the store to look at the assortment. This is absolutely necessary. It is more important to get those who are not already customers. It is the customer of a com-

petitor in whom you are most interested.

To do this, advertising in its various phases must be done. Many businesses have of course been successful without advertising chiefly because of lack of competition. But if an aggressive competitor believing in his power to take away customers from others becomes active, there will soon be a change. This has been proved so emphatically so often it needs no further demonstration.

Therefore to get at the prospective wall paper customer reach him by advertising. Tell him something of interest to himself and not yourself; shown him that you have a personal interest in his welfare and sooner or later he will buy something from you. Honest and fair dealings and adequate service are only needed after that.

### Carry High-Grade Stocks.

Every merchant who handles wall paper should undoubtedly stock high grade qualities. Of course some cheaper grades are necessary but these should not be concentrated upon nor featured either in display or selling talk. A wall paper purchaser in many cases can easily be persuaded to purchase the better paper even if the price at first appears to be a drawback. Show by comparison how much better it will look and wear, and as wall paper is a house furnishing standing up for everybody's inspection, it should be good.

A talk like this has hundreds of times proved successful. It not only raises the standard of goods sold but the customer is going to be better satisfied and will in future consider any recommendation of yours seriously.

This is business building and no sale can be made at a profit which does not help to build up the business.

### Must Study the Goods.

The retail wall paper salesman must know his stock and be able to talk intelligently on every design. This information must be secured in some way from the manufacturer who has made a scientific study of wall paper. The variety of patterns and colorings carried in stock by most general dealers are enough sometimes to mystify even an experienced buyer if all are displayed in front of him. With any lack of decision in his general character he will be absolutely at sea unless the salesman can mould his opinion and direct his choice. This requires a complete study of the patterns, some knowledge of the customer and her ability to pay for goods bought

and the peculiar knack of the good salesman who can close a deal in a reasonable time and with the greatest benefit to the store.

In future articles other phases of wall paper buying, displaying and selling will be taken up. It is again urged here that the merchant make early preparations to sell more wall paper than in the past. It can be done with some extra effort and it means an increase in business and good profits.

## DOMINION CANNERS' NEW FACTORIES.

### Plants to be Remodeled—Half a Million Expenditures.

Hamilton, Ont., Jan. 18—(Special)—The Dominion Canners have definitely announced to The Grocer that they will erect new factories at Ridgetown, Forest and Fonthill this year. They are also making large extensions to plants at Jordan, Simcoe, Aylmer and Hamilton.

They will in addition to this remodel and run one or two factories that have not been operated for a year or so. They have also other factories under contemplation, but plans are not sufficiently advanced to make any definite announcement at present.

The company is expending upwards of half a million dollars in new plants and improvements to old ones.

## LEAVES MOLASSES FOR FINANCE.

Percy T. Strong, sales manager of the Dominion Molasses Co., Ltd., Halifax, was in Toronto last week on his last trip for his old firm. On his return to Halifax, Mr. Strong enters the well-known Halifax financial house of F. B. McCurdy & Co. When Mr. Strong says it is 25 years since he entered the grocery business you believe him, but he hardly looks it. Yet such is the case—16 years with Bauld Bros., of Halifax, and 7 years with his present firm, the Dominion Molasses Co., the last three years as sales manager. It was in the latter capacity that Mr. Strong recently put on the Domoleo campaign at the success of which he is very much pleased. The campaign was begun the first of November, the two-color page advertisement in the Fall Number of The Grocer being one of the first guns. On his return to Halifax, early in December, after a trip through to the west, Mr. Strong found the firm 37 cars behind in their shipments. Mr. Strong credits The Grocer with an important part in the success of this campaign.

Through the mistake of the person handling the copy, an advertisement of The Quaker Oats Co., intended for and applying to the United States was sent to and published in The Canadian Grocer. This week a correction is made in the Quaker Oats Company's advertisement, and their Canadian proposition explained.

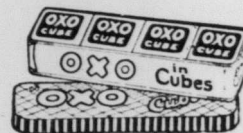
THIS IS THE  
WEATHER FOR

**OXO**  
CUBES



All seasons are OXO seasons—but your customers need OXO most, and enjoy it most, in zero weather.

For a warming, invigorating hot drink in a hurry, there is nothing quite so handy or quite so good as OXO Cubes.



For soups, gravies, sauces and as a tasty addition to meat dishes of every kind, OXO Cubes are a treasure in the kitchen.



OXO Cubes make friends quickly. Suggest them to any of your customers who may never have tried them.

**CORNEILLE DAVID & COMPANY**

TORONTO  
OTTAWA

MONTREAL  
LONDON, Ont.

WINNIPEG  
ST. JOHN, N.B.

TO THE WHOLESALE TRADE

**West India Co., Limited**

305 St. Nicholas Building  
**MONTREAL**

THE CANADIAN HOUSE OF:

Sandbach, Tinne & Co., Liverpool, Eng.  
Sandbach, Parker & Co., Demerara, B.G.

**SUGARS  
MOLASSES**

**and all West Indian Produce**

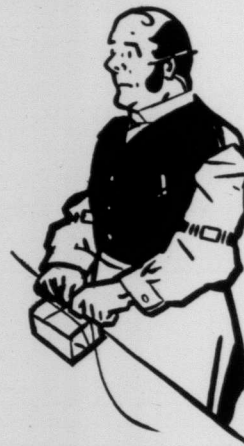
We represent some of the chief houses in Barbados, Trinidad, Jamaica, St. Kitts, Antigua and other islands, besides having our own house in Demerara, which was established there in 1782.

*Ask us for prices before filling your orders for the coming season*

**West India Co., Limited**

IS SHE A CUSTOMER OF YOURS ?

No. 1



Mrs. Veri Particular—"So this is SYMINGTON'S SOUP—that I've heard so much about—Ellen Terry says they are DELICIOUS."

Mr. Businessgetter—"Yes, madam, everyone who tries them says the same—they always give satisfaction."

*She will be back for more and send her friends for*

**SYMINGTON'S SOUPS**

OPPENHEIMER BROS., 25 Pender Street, Vancouver.  
H. ENIDA OLIVE CO., LTD., 320 8th Ave., Calgary.  
SCOTT, BATHGATE & CO., Notre Dame Street, Winnipeg.  
R. J. DONAGHY, Masonic Building, London, Ontario.  
FREDERICK E. ROBSON & CO., 25 Front St. E., Toronto

## The Way to More Profit on TEA

**T**HE easiest possible way for you to make more profit out of your tea business this year than you did last, is for you to ask your customers to try a package of 40c. Red Rose Tea. We think we can guarantee that at least two out of three of those who try it will order again. They will order it because they will like it better than cheaper teas and because if they use it carefully they will find it will spend farther. They will find it really worth the small difference in price.

If you will use a package first and convince yourself that what we state is a fact you will succeed better with your customers. Worth a good deal to be able to say—"I know it is worth the difference in price because I have tried it."

**ISN'T IT WORTH DOING ?**

**T. H. Estabrooks Co., Limited**  
7 Front Street East, TORONTO



### *Its Flavor Leads to Sales*

"ROYAL SHIELD"  
**COFFEE**

By sheer force of merit, through perfect blending, giving it an exquisite flavor, Royal Shield Coffee has achieved a remarkable success in the Canadian market, and merchants all over the West, who introduce Royal Shield Coffee to their customers, are laying the foundation of satisfactory repeat business, at the same time making a large financial gain.

Our stocks are now replete with Dried and Evaporated Fruits, Table Raisins, Figs, Nuts and Peels for the Christmas trade. Orders to any of the following addresses shall receive prompt and careful attention.

**Campbell Bros. & Wilson, Ltd., Winnipeg**

Campbell, Wilson & Horne, Limited, Calgary  
Campbell, Wilson & Smith, Limited, Regina  
Campbell, Wilson & Adams, Limited, Saskatoon  
Campbell, Wilson & Horne, Limited, Lethbridge



**WHERE MONEY IS LOST.**

Considerable money is lost by many grocers during the winter months by frost damage to fruit, especially bananas. This fruit being grown in a warm climate will not stand the cold temperature that fruits of more northern climes will. Sixty degrees is perhaps the minimum temperature for bananas, while a good ripening temperature is 70 to 75 degrees.

If there is the least chance of chill during the night the bunch of bananas should be enveloped in a large paper bag or the regular felt-lined banana bag.

Not only is there direct loss by frost, but chilled fruit is unsatisfactory to the consumer and brings loss indirectly.

**FROM NOVA SCOTIA.**

MacLean Publishing Co.—Enclosed please find postal note for two dollars (\$2), this being the amount due for subscription to The Canadian Grocer.

We appreciate very much your paper, and could not get along without it.

MORRIS & CO.  
Glace Bay, N.S., Jan. 9, 1912.

**BIG PROFITS**

**CAN BE MADE**

BY HANDLING OUR CELEBRATED  
**ENGLISH KIPPERS**

(50 to 60 FISH PER BOX)

THERE IS A RAPIDLY INCREASING DEMAND FOR THESE TASTY FISH IN THE WHOLE OF CANADA.

WRITE US TO-DAY  
IT WILL PAY YOU!

**ROBERT ISAAC, Ltd.**

23 Gt. CHARLOTTE ST.

**LIVERPOOL, England**

Cables—"Mullett" Liverpool  
Codes—A.B.C. 5th Ed., Western Union

When writing advertisers kindly mention having seen the advertisement in this paper.

**TANGLEFOOT**



**THE ORIGINAL FLY PAPER**

FOR MORE THAN 25 YEARS THE  
STANDARD IN QUALITY.

ALL OTHERS ARE IMITATIONS.

**What's the Matter**

with your sales of Macaroni?  
Are they low? If so, we can  
put them up. You cannot be  
stocking goods which give  
complete satisfaction.

**"Swallow Brand"**

(Hirondelle)

is just what you want, and  
the price is right. Gives you  
a good profit and does not  
weigh heavily on the house-  
wife's purse.

**"SWALLOW BRAND" SELLS**

Get it and you'll see why.

**The G. H. Catelli Company, Ltd.**  
MONTREAL CANADA

If Mince Meat ever sold at any time  
then it should now.

Pies made from

**Wethey's Mince Meat**

are particularly appetizing—the Mince  
Meat has just that happy blend that  
makes the pie so palatable.

Try our 'Extra Standard' Brand

28 lb. pails - - 7c. per lb.

50 and 65 lb. tubs - 6<sup>3</sup>/<sub>4</sub>c. per lb.

WRITE US

**J. H. WETHEY, Ltd., St. Catharines**

"THE MINCE MEAT PEOPLE"

**COMPOUND**

**MAPLE SYRUP**

**MONUMENT BRAND**

EQUAL TO MANY SO SAID PURE BRANDS.	GRADE XXX		In ordering be par- ticular to mention grade, if one (X) or three (XXX)	GRADE X		NO BETTER COMPOUND ON MARKET.
	Quart bottles	12 to case		Quart bottles	12 to case	
	Pint tins	Wine 24		Pint tins	Wine 24	
	Quarter gallon	" 24		Quarter gallon	" 24	
	Half gallon	" 12		Half gallon	" 12	
	1 gallon	" 6		1 gallon	" 6	
	2 1/2 gallon	Imperial 2 crate		2 1/2 gallon	Imperial 2	

Orders through Jobbers. Freight will be paid on shipments of 5 cases, or over when it does not exceed 40c. per hundred. Address all communications to city office.

**QUEBEC MAPLE CO., 288 Mackay Street, Montreal**



# What Selling Power

needed to promote the sales of your products in the pulsating Western Provinces are the facilities and selling ability we are offering the manufacturers of the East.

We cover the territory. We have the accommodation.

We have the financial standing. We produce results.

Our expert advice is at your disposal. Write to-day.

## NICHOLSON & BAIN,

Wholesale Commission Agents and Brokers

Head Office

WINNIPEG

REGINA SASKATOON EDMONTON CALGARY



# KNOX GELATINE

We don't believe there's another product on your shelves that both SELLS and PAYS YOU as well as KNOX GELATINE. Our extensive and persistent advertising is constantly persuading women everywhere to try KNOX GELATINE; once they try it they find it very economical, as each package makes two full quarts of jelly, and its Purity and Quality please them. It sells at 15 cents per package at a good, big profit to you, and is easier to sell than others that pay you less.

"Knox Gelatine Sells and Satisfies"



CHARLES B. KNOX CO.

JOHNSTOWN, N.Y. U. S. A.



Branch Factory:—Montreal, Can.

## SPECIAL PRICE

SMOKED

Cottage Hams - 11½  
(BONELESS)

Picnic Hams - 10

Specially suitable for sale by the piece without slicing. Nice bright stock of very finest quality.

TRY A SAMPLE ORDER.

### GUNNS LIMITED

WEST TORONTO

Pork and Beef Packers, Cotton Oil Refiners.

## Good Resolutions

FOR

# 1912

Buy only Government  
Inspected Meats, and  
buy them from

### F. W. FEARMAN CO.

LIMITED

HAMILTON, ONT.



## REINDEER

A GENTLEMAN in Providence, R.I., writes to enquire if he can buy Reindeer Condensed Coffee in the States. He says "A friend of his while in Canada recently bought a can of REINDEER COFFEE and claims it was the best Coffee he ever tasted." Of course it is, as it is the best of Coffee, Milk and Sugar condensed together, making it richer than possible otherwise.

Manufactured only by

### REINDEER LIMITED

Truro, N. S. and Huntingdon, P. Q.

## WHICH IS BETTER?

To stock and sell goods which have an absolute *guarantee of quality* behind them, and which are the leaders in their line, or those which have just come on the market, having no old-time reputation and which cannot possibly give thorough satisfaction?

# BOVRIL

(THE ORIGINAL)

belongs to the first class and you, as an up-to-date grocer, know that it will pay you to uphold your reputation by selling it and leaving others to take chances with substitutes.

**We Will Help You**

to increase your sales. Just drop us a card asking for a few of our elaborate show-cards.

**Don't Delay. Advertised Everywhere.**

### BOVRIL, LIMITED, - MONTREAL

## Dairy

Butt  
Butt  
as A  
Small

Products of strong position be mentioned. The extremely been general n countable in pa weather has b to induce farm to market whi laid eggs has b perature.

However, all not due to market has sin upward, while when compar strengthening across the bo The wholesale week went to it is said in 28 in Chicago are in the city's n pect to see 60

New laid egg high perch he storage stocks put away last were rather sm date has made firms have for sary to mak States markets ing forward, across the line

Cheese is at to firm, some points being have been firr The Old Count of late and spo are pretty well

Hogs are if a Pork products, tically no chang try varies at d only a routine

M PROVISION: are, if anything otherwise show steady and is be barrelled pork. proving in this a whole. Hams

Pure Lard— Boxes, 50 lbs., per 11 Cases, tins, each 10 " " " 5 " " " 3 Pails wood, 20 lbs. Pails, tin, 20 lbs. gr Tubs, 50 lbs. net, P Tierces, 3.5 lbs., per One pound bricks .

## Dairy Products Hold at High Level

Butter and Cheese Maintain Strong Position—Record Prices for Butter in United States—Cheese at Record Prices—Supplies as Against a Year Ago are Small—Storage Eggs in Rather Small Supply—Only Routine Trade in Honey.

Products of the farm are holding a strong position and included in this may be mentioned butter, eggs and cheese. The extremely cold weather that has been general may no doubt be held accountable in part for this. In butter the weather has by no means been such as to induce farmers to bring their supplies to market while the production of new laid eggs has been curtailed by zero temperature.

However, all this present steadiness is not due to the weather. The butter market has since early fall been shaping upward, while fact that stocks are light when compared with year ago is strengthening factor. Butter prices across the border are extremely high. The wholesale price in New York this week went to 42c a pound, the highest, it is said in 28 years, while retail prices in Chicago are reported as the highest in the city's market history. Some expect to see 60 cents there.

New laid eggs have come down from high perch held around Christmas but storage stocks continue strong. Supplies put away last summer by many firms were rather small and a good demand to date has made a big cut in stocks. Many firms have for some time found it necessary to make imports from United States markets and they are still coming forward. Duty on eggs coming across the line is three cents per dozen.

Cheese is at record price and continues to firm, some further advances at some points being noted this week. Prices have been firming since early summer. The Old Country enquiry has been good of late and spot stocks at most points are pretty well sold up.

Hogs are if anything a little firmer. Pork products, however, show practically no change. The demand for poultry varies at different centres. There is only a routine trade in honey.

### MONTREAL.

PROVISIONS.—Live and dressed hogs are, if anything, a little firmer. Prices otherwise show no change. Lard is steady and is being sold freely, as is also barrelled pork. Business is reported improving in this department considered as a whole. Hams are inclined to be quiet.

Pure Lard—	
Boxes, 50 lbs., per lb.	0 11 1/2
Cases, tins, each 10 lbs., per lb.	0 12 1/2
" " " 5 " " " " " " " "	0 12 1/2
" " " 3 " " " " " " " "	0 12 1/2
Pails wood, 20 lbs. net, per lb.	0 12 1/2
Pails, tin, 20 lbs. gross, per lb.	0 11 1/2
Tubs, 50 lbs. net, per lb.	0 12
Tierces, 3.5 lbs., per lb.	0 11 1/2
One pound bricks	0 12 1/2

Compound Lard—	
Boxes, 50 lbs. net, per lb.	0 08 1/2
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 08 1/2
" " " 5 " " " " " " " "	0 08 1/2
" " " 3 " " " " " " " "	0 09
Pails, wood, 20 lbs. net, per lb.	0 08 1/2
Pails, tin, 20 lbs. gross, per lb.	0 08 1/2
Tubs, 50 lbs. net, per lb.	0 08 1/2
Tierces, 3.5 lbs., per lb.	0 08 1/2
One pound bricks	0 09
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	22 50
Bean pork	16 50
Canada short cut back pork, bbl. 45-55 pieces	22 00
Heavy short cut clear pork, bbl.	22 00
Clear fat backs	23 00
Heavy flank pork, bbl.	22 00
Plate beef, 100 lb. hbls.	7 50
" " 200 " "	14 50
" " 300 " "	21 50
Dry Salt Meats—	
Green bacon, flanks, lb.	0 11
Long clear bacon, heavy, lb.	0 10 1/2
Long clear bacon, light, lb.	0 11 1/2
Hams—	
Extra large sizes, 25 lbs. upwards, lb.	0 11
Large sizes, 18 to 25 lbs., per lb.	0 13
Medium sizes, 13 to 18 lbs., per lb.	0 14 1/2
Extra small sizes, 10 to 13 lbs., per lb.	0 14 1/2
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 14
" " small, 9 to 12 lbs., per lb.	0 15 1/2
Breakfast bacon, English, boneless, per lb.	3 14
Windsor bacon, skinned, backs, per lb.	0 16
Spiced roll bacon, boneless, short, per lb.	0 12
Boiled ham, small skinned boneless	0 24
Hogs, live, per cwt.	7 00
Dressed, per cwt.	7 10

BUTTER.—Indications are more apparent that there is going to be a shortage, or at least a "near shortage" of butter between now and the time that spring breaks. Specials sold at 41c a few days ago in New York, and buyers from across the line have recently been in this market, and did not go home empty-handed. Higher quotations this week indicate the tendency in the market. There is almost four months to elapse before butter of real quality is received on the market.

There is some demand from the west, and the recent cold weather seems to have put new life into the market here. At any rate, the market is much firmer, and the light stocks held at present are alone a sufficient reason to look for continued strength. Higher prices are not at all unlikely.

CHEESE.—The cheese market continues firm. Supplies are not heavy, and have been decreasing steadily. Enquiry for export has also been encouraging, and a steady demand locally is another factor. The market is regarded as strong and should continue so for a considerable time yet.

Quebec, large	0 16	0 16 1/2
Western, large	0 16	0 16 1/2
" " twins	0 16	0 16 1/2
" " small, 20 lbs.	0 16	0 16 1/2
Old cheese, large	0 16 1/2	0 17 1/2

EGGS.—Supplies of eggs are becoming light, and the price of selects shows an advance over last week's quotations. There is a good demand for new lays, but the supply is too limited to go around. There is a realization of the shortage of storage stocks, and at present no pronounced inclination to let go.

as prices are firm at the new figure. U. S. eggs have been brought in, but they have not relieved the situation. In this respect the farmers of this country have apparently been overlooking a source of revenue. To be importing eggs instead of exporting is surely the reverse of what should be reported. The exports during the year were practically a negligible quantity. Something should surely be done to awaken interest in this question.

New lays	0 45
Selects	0 35
No. 1	0 30

POULTRY.—The demand for poultry is rather light, and business is reduced practically to the routine, and will likely continue to be confined to certain extent for some time. Business, of course, is fair, and is really seasonable.

Fowl	0 11	0 12	Turkeys	0 20	0 21
Chickens	0 10	0 15	Ducks	0 17	0 18
Geese	0 12	0 13			

HONEY.—There is nothing new to report from the honey market. Prices are steady with routine business.

White clover, strained	0 12
White clover, in comb.	0 15
Buckwheat, strained	0 10
Buckwheat, in comb.	0 12

### TORONTO.

PROVISIONS.—Most provision men see no change from week ago. That is as far as commodities are concerned. Trade has not been all it might have been. Some report marked quietness. Slack trade throughout the country on account of cold weather is partly held responsible. One redeeming feature is a good demand noted in some quarters from mining and lumber camps.

Live hogs this week are firm and ten cents higher.

Smoked meats—	
Light hams, per lb.	0 14 1/2 0 15
Medium hams, per lb.	0 14 0 14 1/2
Large hams, per lb.	0 13 1/2 0 14
Backs, plain, per lb.	0 17 0 18
" pea meal	0 18 1/2 0 19
Breakfast bacon, per lb.	0 15 0 17
Roll bacon, per lb.	0 10 1/2 0 11 1/2
Shoulders	0 10 1/2 0 11
Pickled meats—1 cent less than smoked.	
Long clear bacon, per lb.	0 11 1/2 0 12
Heavy mess pork, per bbl.	19 00 20 00
Short cut, per bbl.	21 00 22 00
Cooked hams	0 21 0 23
Lard, tierces, per lb.	0 11 1/2 0 11 1/2
" tube "	0 11 1/2 0 12
" pails "	0 12 0 12 1/2
" compounds, per lb.	0 09 0 09 1/2
Live hogs, at country points	6 25
Live hogs, local	6 55
Dressed hogs	9 00 9 25

WE WANT

# Poultry

LIVE OR DRESSED.

Canadian Produce Co., Limited

113 Jarvis Street

TORONTO

**BUTTER.**—Market is holding strong position. There are no price changes from week ago, but quotations are maintained. Deliveries are not heavy. The weather has not been such as to induce farmers to come to market. However, considering conditions, delivery might be termed fair. Demand is slightly inclined to quietude.

	Per lb.
Fresh creamery print	0 33 0 35
Creamery solids	0 30 0 31
Farmers separator butter	0 30 0 32
Dairy prints, choice	0 27 0 28
No. 1 tubs or boxes	0 25 0 27
No. 2 tubs or boxes	0 21 0 23

**EGGS.**—Storage eggs are 1 cent higher this week. New laids, perhaps, on account of the cold weather, are not quite so plentiful. Some dealers are getting up to 45 cents this week for the best. Storage are in good demand. Thus, the upward tendency.

New laid eggs	0 40	0 45
Selects	0 30	0 35
Storage eggs	0 30	0 31

**CHEESE.**—Strong position of cheese market and likelihood of higher prices has been pointed out in recent issues. This week higher prices are quoted by number of firms. Advance covers both large and twin, while stiltons in sympathy with general strength in cheese, are also higher.



# Anchor Brand Flour

## A Good Resolve

Manfd. by  
Leitch Brothers Flour Mills, Oak Lake, Manitoba.

## A Good Resolve

Resolve never to be Second Class in anything. No matter what you do, try to be a King in it; Resolve to have nothing to do with the Inferior. Do your best in everything—deal with the Best; choose the Best; live up to the Best, and you cannot help but succeed.

These are the sentiments that govern the manufacture of ANCHOR BRAND FLOUR and those that use it. If you deal with the Best they will help you to choose the Best and carry out

Do You Sell on Credit?  
If So, You Need

## ALLISON COUPON BOOKS

because there's no other way of handling credit business so profitably, and SAFELY. And ALLISON COUPON BOOKS eliminate a vast amount of work, simplify bookkeeping, prevent disputes, errors, misunderstandings—and afford a sure check on the customer who is inclined to let his account run too long for YOUR benefit. If you sell on credit, and are not doing it "for fun," investigate the benefits of ALLISON COUPON BOOKS.

HERE'S HOW THEY WORK:—



When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front which becomes then his promissory note to you. As he buys, you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass books, no charging, no time wasted, no errors, no disputes.

For sale by jobbers everywhere.

Manufactured by

Allison Coupon Company  
INDIANAPOLIS, IND., U.S.A.

Hold fast to Quality—John Wanamaker

Estab.  
1880



Regist'd  
1891

## MAPLE

Quality

RETAILERS

Quality of SMALL'S Maple Leaf has been maintained for the past 32 years "It's Standard." This claim is established by expert judges and awards given from every important country, also decision handed down by Judge Trenholme in High Courts of Appeal, Montreal, Nov. 4th, 1908. Also by consumers of undisputed tastes. Following are a few examples:—

"Your firm has been recommended to us by Lord Strathcona."—H. P. Okies & Co., Glasgow, Scotland.

"We thought it was fine."—Wm. Ranch, M. D., Secy. Board Medical Examiners, Johnstown, Pa., U.S.A.

"Failed to detect any adulteration."—Milton L. Hersey, City and Prov. Analyst, Montreal.

"I did not think the Maple you were preparing so delicious."—Eng. Tarte, "La Patrie," Montreal.

"Your Syrup is superior to anything I have ever seen."—H. Mockford, Charlmoud Rd., London, Eng.

"SMALL'S Maple Syrup is commended throughout the Dominion."—Ottawa Free Press, Ottawa.

And remember, SMALL'S Maple Leaf Brand costs but little, if any, more than the imitations. Prices at present for SMALL'S Standard Mixture and Pure in 5-case lots, put down at all R.R. points in Canada east of Sault Ste. Marie, are:—

		Mixture	Pure
Quart bottles	12 to case	\$2.40	\$3.40
Pint tins	Wine 24 "	2.60	3.90
Quarter gallon	" 24 "	4.70	7.20
Half gallon	" 12 "	4.70	6.95
1 gallon	" 6 "	4.60	6.55
2 1/2 gallon	Imperial 2 "	4.10	6.45

### JOBBERS

Syrup accounts have steadily grown with all houses that have STAYED with Maple Leaf Brand. It has the QUALITY, APPEARANCE and PRICE. Therefore, eventually must be universally adopted. Already enjoys larger sales than hundreds of other Brands combined.

"You certainly have a first-class line."—Wood & Stevens, (Jobbers), New York, N.Y.

"Goods from you last year proved VERY SATISFACTORY."—Plunkett & Savage, (Jobbers), Calgary, Alta.

We do not sell to PEDDLERS, CONVENTS, FACTORIES or DEPARTMENTAL STORES, but to JOBBER ONLY, from Stock carried at Montreal, or Brokers; MacLaren Imperial Cheese Co., Ltd., Toronto; Nicholson & Bain, Winnipeg; Regina, Calgary, Edmonton and Saskatoon; Standard Brokerage Co., Vancouver; T. M. Duche & Sons, Manchester, Eng., and New York, N.Y.

Prices fluctuate in sympathy with raw materials, in which case WE PROTECT ALL STOCK IN JOBBER'S HANDS. Private brands packed only when labels are furnished.

## CANADA MAPLE EXCHANGE LIMITED

614-620 Beaudry St., MONTREAL

Capacity, three cars daily.

Grocer  
business d  
founded u  
a better cl  
goods you

MAG



53 Highest Awards

WALTER B  
CH



Registered  
Trade-Mark

of all Pure Food

Walter Bake

Estab

Montreal, Can.

Conde

Thi

**Grocers:** It is important for you to understand that the growth of your business depends upon the ultimate satisfaction of your customers. Business founded upon a basis of quality means profitable trade, as it attracts to your store a better class of customers, who have learned to depend on the quality of the goods you handle.

# MAGIC BAKING POWDER



Contains no Alum and conforms to the high standard of Gillett's Goods.



## E. W. GILLETT COMPANY LIMITED

TORONTO, ONT.

Montreal

Winnipeg

53 Highest Awards in Europe and America

## WALTER BAKER & CO.'S CHOCOLATE & COCOA



Registered Trade-Mark

Our Cocoa and Chocolate preparations are **Absolutely Pure**—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

**Walter Baker & Co. Limited**  
Established 1780

Montreal, Can.    Dorchester, Mass.

TRY A  
**Condensed Ad.**  
IN  
This Paper

## Headquarters for Maple Flavor

Henderson's Tri-Maple Flavor is the best there is made in Maple Flavor. A good seller and repeat order producer.

Sold in bottles or in bulk.

*Let us quote you prices and submit sample.*

**THOS. HENDERSON**  
Manufacturing Chemist  
86-88 Fulton St., - New York

## W. A. JAMESON COFFEE CO.

Importers and Roasters of High Grade Coffees.

Manufacturers and Proprietors of "Feather-Light" Brand Baking Powder

We also carry a full line of TEAS, SPICES, etc.

Mail orders promptly attended to.  
Cor. Langley and Broughton Sts.  
VICTORIA, B.C.

## Order Now

### Italian Peeled Tomatoes

Something rich; will be appreciated; the flavor is there.

### Spanish Peppers

1-lb. tins, 50 to a case

### Pickled Peppers

Nothing half as good ever brought into Canada. A regular treat. Your better class customers will purchase readily. They are a small green pepper, pickled by experts—each a mouthful of deliciousness.

N.B.—We are headquarters for Gorgonzola, Roman and Parmesan Cheese, also Tomato Extract and Olive Oils.

## H. E. VIPOND

197 St. Paul St., - MONTREAL

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

# "Elite"

true to its name, the best cooking and drinking chocolate made.

## Diamond

nothing better for eating in this style is made anywhere AND IN ADDITION good profits to the retailer.

Ask your jobber.

### John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

J. M. Douglas & Co. Montreal  
R. S. McIndoe Toronto  
Jos. E. Huxley Winnipeg  
Tees & Perras Calgary  
Johnston & Yockney Edmonton  
Frank M. Hannum, Ottawa

# BISCUITS

## from the Old Country

Some of the most popular Biscuits in Britain are made by

## M<sup>c</sup>VITIE & PRICE

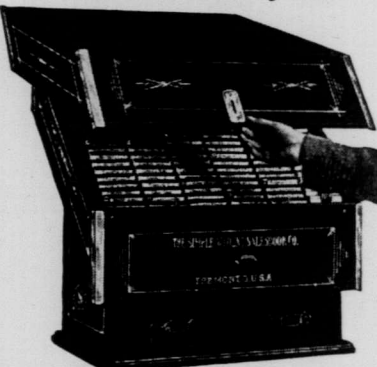
Biscuit Manufacturers  
EDINBURGH and LONDON

The thousands of new-comers to Canada will welcome the sight of their old favorite varieties in your shop.

AGENTS:

Ontario and Quebec  
W. G. PATRICK & CO., York Street TORONTO  
Manitoba and Saskatchewan  
RICHARDS & BROWN, James Street, WINNIPEG  
British Columbia and Yukon  
KELLY, DOUGLAS & CO., Ltd., Water St. VANCOUVER

## New 1911 Model Keith Account System



As convenient to operate as a roll-top desk.

## Another Victory for the Keith Account System

The New Pittsburg Coal Co. adopts this ever-popular Account Register in all of their stores

THE KEITH SYSTEM DISPLACES OTHER SO-CALLED ACCOUNT REGISTERS AFTER FAIR AND IMPARTIAL TRIAL.

### HERE ARE THE FACTS:

Mr. H. S. Mervin, Auditor of the New Pittsburg Coal Co., whose wide experience qualifies him as a competent judge of account systems, after having given a competing register a fair trial, came to this conclusion, viz., that to hunt a customer's name under a glass, find a number, locate a page, then to open the register and search out a small spring bearing a corresponding number, was a waste of valuable time for a corporation such as The New Pittsburg Coal Co.

THE KEITH SELF-INDEX SYSTEM is free from the above complications. Any number of salespeople may operate it at the same time if necessary.

Mr. Mervin saw its advantages.

The New Pittsburg Coal Co. are saving money and time with the Keith Self-Index System.


If this company saves money by the use of this fire-proof up-to-the-minute system, would it not be good policy for you to drop in line right now?

JUST DROP US A LINE AT ONCE AND LET US GIVE YOU FULL INFORMATION

## THE SIMPLE ACCOUNT SALESBOOK COMPANY

SOLE MANUFACTURERS, ALSO MANUFACTURERS OF COUNTER PADS FOR STORE USE  
1926 Depot St., FREMONT, OHIO.

Victor Archambault, 28 Bridge St., Sherbrooke, Que., Representative for Quebec and Maritime Provinces.  
Sydney McKeever, Box 167, Brockville, Ont.



One-writing. Self-Indexing. Fire-Proof.

Shou

Weath  
Result  
Past  
Wheat  
Bushel

The retailer  
salesmanship pov  
ade this month  
The weather is  
and sales should  
ies in this as  
during next mon  
forgotten.

Market conditi  
from week ago.  
tained their pos  
described as bris  
moving well. Co  
on rolled oats is  
United States  
anxious to mill  
if it can be so  
Movement is on  
rates on grain fr  
west to Minnea  
tariffs have been  
a bearing set fo  
States crop of s  
as twenty millio  
timated milling  
north-western st

A late report  
heavy crop dama  
an exportable su  
els larger than e  
port on the Can  
the total yield 6  
for the previou  
States visible v  
last week, but t  
Canada and the  
676,000 bushels a  
year ago.

One milling m  
Canadian Wester  
that the tota  
marketed to da  
bushels. The bu  
aining in the co  
large proportion  
ated at from 25,  
bushels, is tota  
From a milling s  
this year's cro  
counting. Up to  
that 4 per c  
ected No. 1  
No. 2. As  
ed upon the  
ly from Mani  
bet, it will b  
the percentag  
an even sma

MO  
OUR.—Flou  
here is little  
ations that pr

## Should Feature Flour and Cereals

**Weather Favorable to the Cause, and Dealers Will Find Good Results from Pushing These Lines—Markts Little Changed in Past Week—United States Millers Anxious to Mill Canadian Wheat in Bond—Canadian Wheat Crop Set at 65,862,000 Bushels Above Previous Year.**

The retailer who has been giving his salesmanship powers in promoting cereal trade this month is finding good results. The weather is lending able assistance and sales should be large. The possibilities in this as well as in sale of flour during next month or so, should not be forgotten.

Market conditions show little change from week ago. They have fully maintained their position. Flour cannot be described as brisk, but cereals have been moving well. Competition between mills on rolled oats is still marked feature.

United States millers say they are anxious to mill Canadian wheat in bond if it can be secured at right prices. Movement is on foot to reduce freight rates on grain from the Canadian Northwest to Minneapolis and Duluth. The tariffs have been filed at Washington and a hearing set for Feb. 10. The United States crop of spring wheat is reported as twenty million bushels below the estimated milling requirements in the north-western states.

A late report estimates that despite heavy crop damage Argentine will have an exportable surplus of 3,500,000 bushels larger than ever before. A final report on the Canadian wheat crop sets the total yield 65,862,000 greater than for the previous year. The United States visible wheat supply decreased last week, but the combined figures for Canada and the United States were 90,676,000 bushels as against 59,445,000 a year ago.

One milling man in summing up the Canadian Western crop situation says that the total quantity of wheat marketed to date exceeds 100,000,000 bushels. The bulk of what is now remaining in the country is low-grade. A large proportion of this, variously estimated at from 25,000,000 to 30,000,000 bushels, is totally unfit for milling. From a milling standpoint, the grading of this year's crop has been most disappointing. Up to the 31st of December that 4 per cent. of the total crop consisted of No. 1 and not over 18 per cent. of No. 2. As these percentages are based upon the deliveries which came from Manitoba, being the first to be marketed, it will be found that from now on the percentage of high grades will be in an even smaller proportion.

### MONTREAL.

**FLOUR.**—Flour is moving steadily, there is little or no deviation from conditions that prevailed last week. No

particular change is expected just now, as the market appears to be running smoothly in its present position.

Winter wheat patents, in bags.....	4 80
Straight rollers, in bags.....	4 30
Manitoba 1st Spring wheat patents, in bags.....	5 60
"    straight patents, in bags.....	5 10
"    strong bakers, in bags.....	4 90
"    second, in bags.....	4 40

**CEREALS.**—A good seasonable trade is passing in rolled oats and wheat, but market is uneventful except for rather close competition and certain price-cutting reported now and then. The market is steady and firm.

Fine oatmeal, bags.....	2 52
Standard oatmeal, bags.....	2 72
Granulated oatmeal, bags.....	2 42
Bolted cornmeal, 100 bags.....	1 80
Rollled oats, jute bags, 90 lb.....	2 31
Rollled oats, cotton bags, 90 lb.....	2 35
Rollled oats, barrels.....	4 85

### TORONTO.

**FLOUR.**—There is not more than a steady movement of flour. Some mills even report trade quiet. The market situation is practically the same as week ago. Wheat quotations remained unchanged on this market.

Ontario wheat has been pushing its way upward during the past couple of weeks, injecting firmness into the flour milled from it.

Export enquiry has been off again of late.

<b>Manitoba Wheat</b>	
1st patent, in car lots.....	5 50
2nd patents, in car lots.....	5 10
Strong bakers, in car lots.....	4 90
Feed flour, in car lots.....	3 00 3 20

<b>Winter Wheat</b>	
Straight roller.....	4 20
Blended.....	4 50 5 00

**CEREALS.**—There still appears to be considerable strong competition between milling firms. Prices are unchanged from week ago. Trade in general cereals is good. Those retailers who are pushing cereals are securing good sales.

There has been a spirited export demand for oats, especially No. 2 Canadian Western, on which local prices have attained highest level for the crop.

Rollled oats, small lots, 90-lb. sacks.....	2 30
Rollled oats, 25 bays to car lots.....	2 20
Standard and granulated oatmeal, 98-lb. sacks.....	2 56
Rollled wheat, small lots, 100-lb. barrels.....	2 90
Rollled wheat, 5 barrels to car lots.....	2 80
Cornmeal, 100-lb. bags.....	2 00
Rollled oats in cotton sacks, 5 cents more	

### SAVED SEVERAL DOLLARS.

MacLean Publishing Co.—Enclosed you will please find \$2, which covers bill enclosed. I like The Canadian Grocer very well, as it reports the condition of the various markets correctly, and I consider I have saved several dollars during the past year by the information contained in it. I should not care to be without the information I have received, and trust you will continue to do even better than in the past.

MARK P. WICKETT.  
Port Hope, Ont.

**STANDS OUT  
OVER ALL  
OTHERS**

The standard by which biscuits are judged.



Give satisfaction to the consumer and monetary benefit to the retailer.

## The MOONEY

Biscuit & Candy Co.

LIMITED

Factories at

Stratford, Ont. Winnipeg, Man.

BRANCHES at Hamilton, Ottawa, Sydney, C. B., Halifax, N. S., Fort William, Calgary, Vancouver, St. John's, Nfld.

THERE'S MERIT IN THE FLAVORING

## MAPLEINE

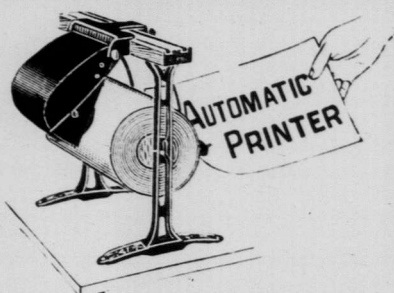
IT'S DAINTY  
IT'S POPULAR  
IT SELLS

The demand is growing and you can procure a stock from your jobber, or

Frederick E. Robson Co.,  
26 Front St. E., Toronto.

The Crescent Mfg. Co.  
SEATTLE. W.N.





### Just the Thing

for advertising special sales, introducing new brand of goods, as they can be attached to any paper cutter and will print on any kind of paper in two or more colors.

Just pull the paper. The machine will do the rest. This is our Ad. What is yours?

Agents Wanted in all unrepresented districts.

**UTILITIES LIMITED**  
73 Bank of Ottawa Bldg.  
MONTREAL

## Apples! Apples!

GEORGIAN BAY DISTRICT

WE are putting up between seven and eight thousand barrels of apples in the

### Georgian Bay District

#### The Quality is No. 1

We invite correspondence as to price on car-load lots.

WRITE AT ONCE

## Lemon Bros.

Owen Sound, Ontario

# “WAR!”

Yes, that's just what I call it," said one woman to her grocer. "I used the bags I bought last week, and they simply did away with nasty odors from the oven, saved me time, reduced the number of soiled dishes; in short, made WAR ON KITCHEN GRIEVANCES—and you know what these are."

## The ERMALINE COOKING BAG



(Discouraged. Encouraged)

is a profitable line to carry. Introduce it and explain its use. Show your customers that you are "up-to-the-minute." They'll soon realize why you should have their trade.

ASK YOUR WHOLESALE OR WRITE DIRECT

**Edward Lloyd, Limited**  
MONTREAL

## Wasted Oil Is Profit Lost

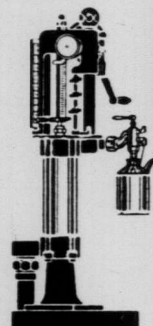
Perfect cleanliness in all departments of the grocery and general store is the largest asset to that store's success. If you are engaged in the sale of kerosene or gasoline, it will pay you to observe the most accurate and cleanly methods in its sale.

The Bowser System removes all objections of sloppy, saturated floors, and holds the oil in a tank absolutely

leak and evaporation proof, measuring the required amount of oil into the customer's can at a stroke.

Full particulars will be sent upon application.

Ask for Free Booklet No. 5.



## BOWSER

Self-Measuring Systems

**S. F. Bowser & Co., Inc.**

TORONTO

66-68 Fraser Avenue

## Biscuits

## ABBOTT

## 5% D

On all orders will allow booked for

Write for Quotations

Now is the time to stand against the tide to good health your customers by selling the

## Won

which will effectively defeat the deadly

Dominion Agent:

Distributors:—BRI... B. C.; ALBERTA... MANITOBA... Winnipeg, Man.; C... Francis Turcott... PROVINCE S. H. B.



## Biscuits & Confections

The reliability of an old well-established firm who have the reputation of producing the best, together with modern methods of manufacture, absolute cleanliness and the use of the best ingredients, should always be the grocer's first consideration when ordering biscuits or confectionery.

A trial will convince.

**ABBOTT, GRANT & CO.,**  
LIMITED  
Brockville, - Ontario

## 5% Discount 5%

On all orders booked before March 15th, we will allow 5% DISCOUNT. Orders may be booked for delivery up to June 1st.

Write  
for  
Quotations



Write  
for  
Quotations

Now is the time to prepare for the campaign against the household pest—the fly—a menace to good health, and disease carrier. Help meet your customers' demands for a sure killer, by selling them

## Wonder Fly Killer

which will last the entire season and do its work effectively; It spells death to the fly that sips of the deadly poison. Now is the time to prepare.

Dominion Agent: **Joseph R. Wilson,** 204 Stair Building, TORONTO

Distributors:—BRITISH COLUMBIA, McLeod & Clarkson, Vancouver, B.C.; ALBERTA, K. & A. Cameron, 204 2nd St. W., Calgary, Alta.; MANITOBA and SASK., W. H. Escott, 137 Bannatyne Ave. E., Winnipeg, Man.; ONTARIO, Jas. Turner & Co., Hamilton; QUEBEC, Francis Turcott, Room 16, Morin Block, Quebec, Que.; EASTERN PROVINCES, H. B. McLaughlin, Truro, N.S.

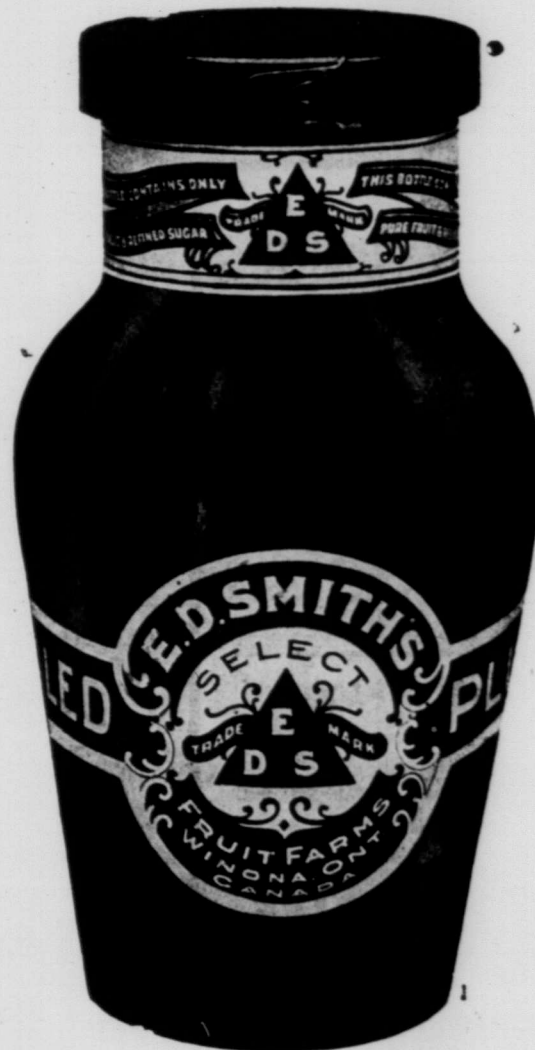
## The More You Put

QUICK SELLING goods like E.D.S. Brand select canned fruits, out in front of your customers, the more they are induced to buy their needs at your store. They are sure to come back for more when they once try these.

MADE ONLY BY

**E. D. SMITH**  
WINONA, ONT.

AGENTS—NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; J. GIBBS, Hamilton.



## Cold Weather Drawback to Fruit Trade

**Curtailed Shipments of Goods to Retailers—Many Orders on File Awaiting Milder Weather—Marmalade Oranges Arrive This Week—Expected to Rule About Same as Last Year—Cold Snap Strengthens Potato Values—More Interest in Spanish Onions—Stocks of Home Grown Light—Strawberries Make Their Debut.**

The extremely cold weather that has been ruling throughout Canada for past couple of weeks has been serious drawback to trade in both fruits and vegetables, curtailing as it has the shipment of goods out to retail trade. Shipping has been so risky that in some cases only partial orders were sent out. Wholesalers have been holding orders waiting for the weather to moderate so as to make shipping safe. Save for the curtailment enforced by the weather, trade has been fairly good. Travelers are nearly all out on road again, and with more favorable weather business should again return to normal.

On account of cold weather, there has been no briskness in orange movement. The damage by frost in California is an indefinite quantity as yet. Doubtless, considerable fruit was damaged. As usual, the damage seems to be spotted—quite severe in some places, while orchards near by seem to have escaped. Thus, the difficulty in arriving at the exact damage.

Bitter or marmalade oranges will arrive on Canadian markets the latter part of this week or the first of next. The crop is reported as being about same in quantity as last year, and prices will probably rule at about same level. The season lasts from month to six weeks. It does not hold on, but drops sharply off. Retailers should begin early in the season to get their customers interested in this fruit.

The cold snap is assisting to increase prices of potatoes at many centres. At several points cars are waiting on the tracks for warmer weather in order to unload. Under the reduced supplies of potatoes in the country, as compared with last year, situation is generally regarded as firm. One estimate of the actual quantity of potatoes in principal Eastern and Middle Western States on January 1 indicates a shortage of 80,000,000 bushels as compared with a year ago, which is a big deficiency. Of late, foreign potatoes have been coming into United States in large quantities despite big duty.

Increased interest is being shown in Spanish onions under general scarcity of Canadian grown stock.

Florida strawberries are making their appearance on Canadian markets at the usual fancy prices for this time of year. Malaga grapes, now approaching the end

of their tether, are strengthening. Cranberries are high and scarce.

### MONTREAL.

**GREEN FRUITS.**—Malaga grapes are approaching the end of the tether, and as stocks are steadily decreasing price is going up. Sales are, therefore, more limited. There is good passing trade in oranges with navels down to \$3 and under. Only a light demand is felt for lemons. Apples are moving steadily, but in some cases prices are decidedly low. Annapolis Valley stocks that were not quite good enough for export have been selling cheaply here, principally because of fact they have not kept well. There is practically nothing of this market coming from the west and stocks of spies, fameuse, etc., are not at all heavy, according to report. Cranberries are away up in the air in price, and next to nothing is left in the city. The prices are quoted for what stocks would bring if they were offered. Altogether the market is running along smoothly in what might be called the "between seasons."

Apples—	Jamaica, case, . . . . .	3 50
Spies . . . . .	Grapes, Malaga,	
Fameuse . . . . .	per keg . . . . .	6 50 7 00
Baldwins . . . . .	Lemons . . . . .	2 50 3 00
McIntosh reds . . . . .	Limes, a box . . . . .	1 25 1 50
Greenings . . . . .	Oranges—	
Bananas, crated, 2 70 2 50	Navels . . . . .	2 75 3 00
Cocoanuts bags 4 00 4 50	Valencia . . . . .	3 75 4 50
Cape Cod cran-	Jamaica, box . . . . .	1 75 2 00
berries in bbl, 10 10 11 00	Mexican . . . . .	1 75 2 00
Cranberries, N.S.	Pineapples—	
bbls. . . . .	Cuban, case . . . . .	4 50 5 00
Grate fruit, Flo-		
rida, case . . . . .		
		4 00

**VEGETABLES.**—Celery is scarce and much higher. The market is reported practically bare of stock. Potato situation is of special interest in a market that is otherwise rather quiet. The price of from \$1.40 to \$1.50 is being extended to about \$1.60, and it is believed that the \$2 mark will be reached before the season is over. Speculators in the Maritimes are, according to a jobber, holding back for higher prices, and even they are but lightly supplied. Boston lettuce is higher, and Canadian red onions are considerably firmer. The market is otherwise quiet, as there is only a limited enquiry for fancy imported goods.

Beans, green, hamper 3 00	Lettuce, Boston,	
Brussels sprouts,	per box of 2 doz . . . . .	50
per qt . . . . .	Leks. doz. . . . .	1 50 1 75
Carrots, bag . . . . .	Onions . . . . .	
Cabbage doz. . . . .	Spanish, crate . . . . .	75
Cauliflower, doz. 1 75 2 00	Half crate . . . . .	25
Celery, Cal. 6 d z	Canadian reds,	
to crate, crate 8 80 9 00	100 lbs. . . . .	75
Cucumbers, doz. . . . .	Radishes, doz. . . . .	45
Garlic, 2 bunches . . . . .	Sweet potatoes,	
Green Peppers,	per basket . . . . .	60
bushel basket 1 75 2 25	Montreal pota-	
	toes, new, bag. 1 40 1 50	

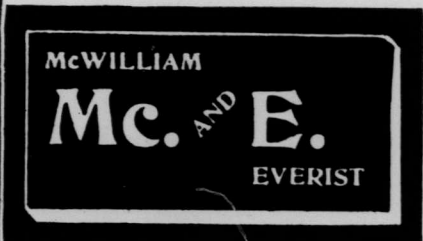
## LEMONS

Owing to weather, the demand has been very heavy. Our St. Nicholas and Hiawatha Brands are as usual giving good satisfaction.

Oranges for marmalade, expect first car load end of next week; as crop is short, would like your orders early.

## Oranges

Volunteer Brand is always up to standard.



25-27 CHURCH TORONTO  
are Largest Receivers

## "Finest Quality"

- "St. Nicholas"
- "Home Guard"
- "Puck"
- "Kicking"
- "Leaf"

## "HONESTLY PACKED"

The Lemons you should handle.

**J. J. McCABE**

AGENT

TORONTO, : : ONT.

TORONTO  
GREEN FRUITS.  
been a big dra  
ness during past  
very risky to se  
goods. With the t  
dent excursions

## FRESH TO

OUTDOOR

SHIPMENTS  
EVERY

6 BASKETS

PRICE

WEST INDIE

30 William Str

FOR—

"Green M

"Delaw

or other v

## POTA

for SE  
TABLE

Bags or bu

Wire or

Clements

LIMIT

ST. JOHN,

## Makep

The A. I  
a long d  
of evapo  
than fre  
to buy c  
or 30° be  
your wh  
now—ri

Sales Ag

**TORONTO.**

**FRESH FRUITS.**—The cold weather has been a big drawback to the fruit business during past week or so, making it very risky to send out shipments of fruit. With the thermometer making frequent excursions considerable dis-

**FRESH TOMATOES**

OUTDOOR GROWN

SHIPMENTS GUARANTEED  
EVERY WEEK

6 BASKETS TO CRATE

PRICE IS RIGHT

**WEST INDIES FRUIT CO.**

30 William Street, Montreal

**Marmalade Oranges**

Shipments of Genuine Bitter Oranges have arrived.

Packed in 160 and 200 size.

**Lord Beresford Brand Extra Fancy**

\$2.75 Box.

We have a first-class recipe which we will forward on request.

LEMONS, ORANGES, CALIFORNIA CELERY,  
HOTHOUSE TOMATOES

**WHITE & COMPANY, LIMITED**

Wholesale Fish, Fruit and Produce

HAMILTON

TORONTO

FOR—

**"Green Mountains,"**

**"Delawares"**

or other varieties of

**POTATOES**

for SEED or  
TABLE USE.

Bags or bulk in Cars.

Wire or Write

**Clements Company,**

LIMITED

ST. JOHN, - - N.B.

**NAVEL ORANGES**

Sweet, Highly Colored and Full of Juice.

Bananas Lemons Grape Fruit

Dates Figs

Smoked Fish and Oysters

Full line of Green Vegetables fresh every day.

THE HOUSE OF QUALITY

**HUGH WALKER & SON**

Established 1861

GUELPH, ONT.

**Makepeace CRANBERRIES Evaporated**

The A. D. Makepeace Co., by evaporating Cranberries, are giving the consumer a long desired want—to have Cranberries the year round. By their process of evaporating the excellent flavor is retained, and you have an article better than fresh fruit, because you have no loss in waste or decay. Always ready to buy or sell in any weather. It matters not if the temperature is 90° above or 30° below zero. Hot or cold does not affect them. Order them now from your wholesaler and start early. If you wish a sample package write to me now—right now while you're reading this ad.

Sales Agent

**W. B. Stringer**

Toronto

tance below the duck egg mark, it was dangerous even to send shipments about the city, and they were sent out in small lots only in hopes of a moderation in the temperature. It made a great deal more work for the fruit men, as all goods had to be carefully wrapped before going out. First of week found large number of orders on file with wholesale men awaiting warmer weather before shipment.

Demand is fairly good if it were not curtailed by weather conditions. Weather man has hopes, however, of remedying this towards latter part of week.

Strawberries made their debut latter part of last week at 70 to 75 cents per box. They come from Florida, and are brought up in refrigerator cases, which keep them at proper temperature. Further shipments came in this week. Tangerines are quoted at \$6 per strap. Bitter or marmalade oranges are expected to arrive the latter part of week. One dealer named \$2.50 per case as possible figure at which they might sell.

Bananas.....	1 25	1 75	Jamaica, case..	3 25	3 50
Lemons—			Grapes, Almeria		
Messina, new crop	3 00	3 50	per keg..	5 00	6 00
Oranges—			English hot house		
Florida.....	3 00		grapes, lb.....	0 65	0 75
California navels	3 00	3 25	Cranberries,		
Mexicans.....	2 00	2 25	Cape Cod, brl.	14 00	15 00
Valencia, 714a.	5 50		Nova Scotia.....	8 00	
Valencia, 420a.	4 75		Jersey long		
Tangerines, strap....	6 00		keepers.....	14 00	15 00
Grapefruit—			Apples, brl.....	2 25	4 00
Florida, case.....	4 50	5 50	Pineapples, case.....	4 00	
			Florida straw-		
			berries, box..	0 70	0 75

VEGETABLES.—Extreme weather conditions had their effect on vegetables also. Some wholesale dealers refused to send out goods except at buyers' risk. For this reason retailers purchased in small quantities so as to just tide them over cold snap.

There is a stronger feeling in potatoes. Indeed, it is a quotable change. New Brunswick stock now ruling at \$1.60 and Ontario at \$1.40 to \$1.50. The cold weather may be accountable in part for this. Farmers have not been able to get to town with any stock they had to offer. The feeling in New Brunswick is also stronger. A number of cars were on the track at the beginning of the week waiting for warmer weather to make unloading possible.

Greater interest has developed in Spanish onions of late. Stocks of home grown onions, as pointed out before, are extremely small. Celery is firmer as well as Boston head lettuce.

Boston cucum-			Potatoes, N. B.....	1 60	
bers, doz.....	2 25		Potatoes, Onta-		
Boston head let-			rio, bag.....	1 40	1 50
tuce, doz.....	1 80		Onions—		
Canadian beet,			Spanish, case.....	3 50	3 75
per bag.....	0 80	0 90	Spanish, 1/2 cases.	1 85	2 00
Cabbage, Cana-			Canadian, 75-lb.		
dian, dozen.....	0 50	0 65	bags.....	2 25	
barrel.....	1 75		Sweet potatoes,		
Carrots, bag.....	0 80	0 90	hamper.....	1 65	1 75
Turnips, bag.....	0 80		Mushrooms, 1-lb.		
Celery, per doz.	0 40	0 90	boxes.....	0 50	0 60
Parsnips, bag.....	0 90		Can. hot house		
			tomatoes, lb.....	0 30	

WINNIPEG.

GREEN VEGETABLES.—The green vegetable market continues to advance with extremely cold weather. Wholesale grocers have been unable to unload many cars owing to danger of having supplies frozen. The native stuff is practically all off market and imported lines are taking their place. Advances in new prices will be noted as follows:—

Native parsley, per doz.....	0 40
Native lettuce, per doz.....	0 40
Native radishes, per doz.....	0 50
Native celery, doz.....	0 60
Imported mint, per doz.....	0 60
Imported celery, per doz.....	1 00
Imported onions, doz.....	0 50
Imported lettuce, doz.....	0 50
Cal. tomatoes, crate.....	3 50
Imported head lettuce, doz.....	1 50
Imported cucumbers, doz.....	2 75

FRESH FRUITS.—New prices will be noticed in many lines of fresh fruits, as weather has prevented unloading of cars, and many fruit men are pretty low in stocks. One large wholesaler stated he had had a car in the freight sheds of the railroad for the last two weeks, but he was afraid to have it shipped up to his warehouse because he knew if the car

were unloaded in the 30 below zero weather, practically all of his fruit would be spoiled. The situation at the present time, while not serious, is still to some extent interesting, and while no great shortage is expected, a few days of mild weather would be much appreciated.

POTATOES.—It is in this line that cold spell is having a great effect in forcing up prices. Only those who have large stocks on hand are able to supply this line at the present time, as local growers have been unable to ship anything to the market, and as high as 85c bushel is now being asked. The situation is regarded as dangerous, although no serious effect has as yet been felt, but should the cold weather continue for another three or four weeks, it is likely that considerable higher prices will be seen, and that many in city will be forced to eat frozen potatoes.

Manitoba, 5 to 10 bus.....	0 85
Manitoba, 10 to 20 bus.....	0 80
Buying price, car lots, f.o.b. Winnipeg.....	0 65
Virg. sweet potatoes, per hamper.....	3 25



Fish - Oysters



Continued Cold Snap Good for Fish Trade

Beneficial to Sales in All Lines—Frozen Fish Helped Materially—Fishing on East Coast Reduced to Minimum—Gives Firmness to Some Lines—Freeze Up of Bays Reduces Oyster Output—Chesapeake Bay Ice Bound For First Time in Fifty Years.

The year has opened up well in fish trade. The colder weather existing since turn of year was just what was needed to give impetus to trade. Frozen lines have been greatly benefited by the low temperature and have been quite active. Life has also been added to prepared and pickled varieties. No fault is being found with oyster movement.

Fishing on the Eastern coast has been curtailed to minimum, giving a firmer feeling to such lines as cod, haddock and haddies.

January trade, unlike that of December is gratifying so far at least to fish men and balance of the season is looked forward to with confidence.

QUEBEC.

MONTREAL.—The market shows a number of changes for past week. Business is going along steadily and during past week or more has shown increased activity. B.C. salmon, whitefish and

lake trout are all selling well and with halibut are quoted at favorable figures. These lines are quite active. Steak cod is slightly higher. The sales, too, of prepared salted and pickled fish are increasing. The frozen fish outlook is better than for some time past on account of extremely cold weather. Fishing on eastern coast has been reduced to about the minimum and it is question whether there will be any more for time being, particularly in the deep sea fishing. As the result of the weather and its effects on fishing the prices of haddock, cod, haddies, etc., are all firmer and higher. The seasonable fish weather of late has given the trade a certain confidence, and there is a feeling that the season's trade will be a big one. The sentiment seems to be for holding stocks of green, salted and pickled fish with the prospect of higher prices being fairly bright. In the oyster trade the freeze up in the bays where oysters are grown has reduced the output considerably, and it is not so



Choice, Pl  
be sure of

Hadd

The BOU  
Halifax to  
Prices Rig

The  
47 William

CURE C





## "NOTHING SURE"

**Mr. Grocer**—You can increase your revenue this year if you get right down to business and clear your counter a little for fish displays. You know what a nice display of goods means---sales. We will make a few suggestions for Lenten trade. Will you write and examine our prices?

# SALT HERRING

Choice, Plump, Wholesome Stock. You can recommend them at all times and be sure of creating satisfaction.

**Haddies !**

**Haddies !**

**Haddies !**

The BOUTILIER Kind---the kind that has pleased dealers and consumers alike from Halifax to Kamloops. They're the kind for you.

Prices Right

**WE ARE THE FISH PEOPLE**

Goods Right

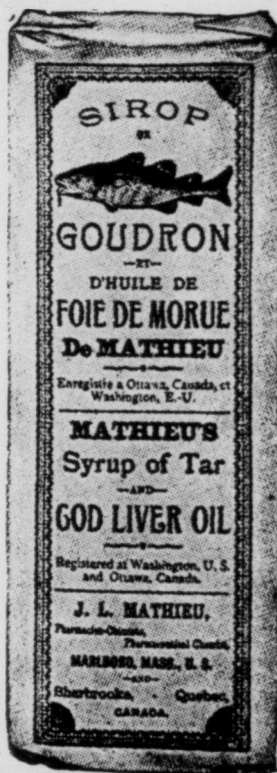
**The Halifax Cold Storage Co., Limited**

47 William St.

Selling Branch

MONTREAL

## CURE COUGHS FOR KINDNESS



and add to your daily sales by suggesting that

### MATHIEU'S SYRUP OF TAR AND COD LIVER OIL

is a splendid household remedy and is displacing ordinary cough cures---the reason being that it not only stops the cough, but it also removes the cause and builds up the tissues.

It's horse sense that a bottle in the home, ready for an emergency, may save a serious illness.

This suggestion may mean several extra sales.

**J. L. MATHIEU CO., PROPS.**  
SHERBROOKE, P.Q.

For Feverish Colds, don't forget to recommend

**Mathieu's Nerve Powders** the great Headache and Neuralgia Remedy.

## QUAKER BRAND

### Baking Powder

Contains

### No Alum

If you want an absolutely pure, genuine, and "result getting" Baking Powder, then it's

## QUAKER BRAND

### MATHEWSON'S SONS

WHOLESALE GROCERS

MONTREAL

much a question of getting prices but securing stocks. Chesapeake Bay is ice bound and transportation stopped. This condition, it is claimed, has not been known in that locality in fifty years. In the meantime the market in quite active and prospects for the future are brightening.

FRESH AND FROZEN	
Market cod, cases 250 lbs.	0 11
per lb.	0 04 1/2
Less than case	0 05
Smelts, fancy	0 10
Haddock, per lb.	0 04 1/2 0 05
Halibut, per lb.	0 08 0 09
Herring, frozen, per 100 fish	1 65 1 75
Mullets, per lb.	0 04 1/2 0 05
Pike, round lb	0 05 0 05 1/2
Pike, dressed & headless, lb.	0 06 1/2
Steak cod	0 05 1/2 0 06

PREPARED FISH	
Boneless cod, in blocks or packages, per lb.	7, 8, 10, 11 12
Dry pollock, 100 lb. bundles, per bundle	6 00
Shredded cod, 2 doz. in box, per box	2 25
Skinless cod, 100 lb. case	7 00
Dry cod, 100 lb. bundles, per bundle	6 50
Boneless strip cod, 30-lb. box	0 12

SALTED AND PICKLED	
New green cod, per bbl 200 lbs	10 00
No. 1 bbl. 200 lbs	9 00
New green cod, per lb	0 04 1/2 0 05
New Labrador herring, per bbl.	5 50
New Labrador herring, per half bbl.	3 15
Labrador sea trout, bbls.	12 00
Labrador sea trout, half bbls.	6 50
No. 1 mackerel, pail.	2 00
No. 1 mackerel, 1/2 bbls.	8 00
Scotch herring, No. 2 bbl.	6 50
Lake trout, kegs	6 50
Choice mackerel, pail	2 00

SMOKED	
Bloaters, large, per box	1 10
Yarmouth bloaters, fancy, per box	1 25
Haddies, fancy, 15-lb. boxes, per lb.	0 07
Filletts, fancy, 15-lb. boxes, per lb.	0 11
Herring, new smoked, per box	1 18
Kippers (small), per box of 50 fish	1 10

SHELL FISH	
Oysters, choice, bulk, Imp. gallon	1 40
Oysters, bulk, selects	1 60
Oysters, fancy cape, large bbls.	9 00
Malpeque Oysters, per bbl	8 00 12 00
Solid meats—Standards, gal., \$1.70; selects, gal., \$1.90.	

ONTARIO.

TORONTO.—Trade under cold and favorable weather has continued good. Business with beginning of year opened up well and has continued briskly since. Last week both outgoing and incoming shipments were in a number of cases held up by crippled service on the railroads on account of adverse weather conditions. One firm state that they ran out of sea herring while finnan haddie were also in scarcity for a time.

One firm have placed on market a brand of ciscoes in which great care is given to the smoking and are selling them by weight instead of by the basket as has been usual in the past. Scotch haddie are on the market at \$1.50 per box, and Scotch kippers at \$1.65 per box.

There is little change in prices. Trade is pretty well distributed. Oysters have come in for fair movement. The cold weather helps along their sale.

FROZEN FISH	
Gold eyes	0 05
Pike	0 05
New Pink sea salmon	0 09
Whitefish	0 09 0 11
Red salmon	0 11
headless and dressed	0 11
Halibut	0 09

FRESH CAUGHT FISH	
Steak cod	0 08
Haddock	05 0 07

SMOKED		PICKLED	
Kippers, per box	1 25 1 35	Cod, Imperial	0 06 1/2
Bloaters, per box	1 25	Quail-on-toast	0 07
Finnan Haddie, lb	0 08 0 09	Filletts of haddie	0 11 0 12
Digby herring, bundle	1 00	Ciscoes, basket	0 99
		Ciscoes, per lb.	0 10
		Lake herring, per keg	4 00
		Oysters, selects, gallon	1 70 1 75
		Oysters, standards, gal	1 55
		Labrador herring, bbls.	6 00
		Labrador herring, half bbls.	3 00 3 25

Why California Dried Fruits are High

Prunes a Good Crop, But Europe Drew Heavily on Them—Apricots Promised Well, But Crops Failed—Not Large Yield of Peaches—Total Production Ahead of 1910.

A review of the dried fruit season in California at this-time is interesting. From this Pacific State we receive a large proportion of our dried fruits, including prunes, seeded and seedless raisins, as well as peaches and apricots. This year prices on these lines followed the general tendency of food products, and while some waverings of a temporary nature occurred in some varieties, the general trend has been upward.

Puzzling Prune Situation.

Prunes hold considerable interest for the grocer, and this year a somewhat peculiar situation has ruled in this commodity. To begin with, early in the season opinions regarding the size of the crop and values differed quite widely even among the best authorities. The out-turn of the crop, however, shows it to be a good one. It is estimated at around 170,000,000 pounds as against 80,000,000 pounds the previous year.

Why in the face of such an increase over the 1910 yield have prices ruled so high and firmly? In the first place, the 1910 crop was small and it is well known that the world's markets at the opening of the present season were extremely bare. Not alone was this the case in America, but the world over. A shortage in foreign prunes and an enormous demand from Europe brought about the full realization of those who looked for prices to keep strong.

Operations in prunes were so heavy at the opening of the season that despite the tonnage produced, this line was practically finished and done for early in the season.

Scarcity of Large Sizes.

Gradings quite early showed large sizes to be scarce. Since things got well started 30's and 40's have commanded big premiums, and the premiums on sizes have gradually worked down the list until almost all the sizes except the very small ones are commanding a premium. Even the small sizes, quite plentiful in California this year, have been taken quite freely by Europe recently. The amount of prunes left in California is small, and the market there is expected to continue with its present strength.

Normal Raisin Production.

Raisins in California have turned out about an average yield—not an excessive one, nor a small one. The output is a

little larger than last year, and a little smaller than the three preceding years. The crop did not look so favorable at the beginning of the season. Early frosts were followed by reports of serious damage to the vines, especially for the seedless varieties. Second growth was, however, put out by the vines, and a considerably larger tonnage of raisins was made than many figured on. These adverse reports early in the season set the market at a high level, and a steadily declining tendency set in during the fall.

The market has now recovered to steadiness, and although the carry over just now is quite large, it is said to be no greater than the big carry overs of recent years.

Market Went Up in Apricots.

Apricots have been exceedingly high with many fluctuations. Opening comparatively low, when the smallness of the crop was found out the market went up with a bound, reached a record height, which curtailed sales and then began to sag, but not low enough, however, to cause much business. The total yield of California apricots is estimated at 8,800 tons, as against 15,250 in 1910, and 14,000 in 1909.

Short Crop of Peaches.

Peaches have been short also. The 1911 yield is estimated at 13,000 tons, as against 25,000 in 1910. Add to this the strength lent by the high price of apricots and the general depleted condition of dried fruit stocks and you have the reason why prices were held high. The high price has here curtailed sales also, but holdings in California are small, and the general expectancy is for the balance of this line to go out at firm prices.

Thus is summed up the situation in California dried fruits. The total yield in this State for 1911 is estimated at 183,300 tons, as against 151,275 in 1910, and 188,500 in 1909. The increase this year over last has been practically all made up in prunes, and the situation in that line has been covered. The dealer who has now taken stock and knows the extent of his supplies would do well to give some consideration to his requirements, gauge the market situation and buy according to what he considers will be most advantageous to himself. It is yet many months before another crop will be in the hands of the trade.

The Careful select



AGENT Yarmouth, Huband, Ont. C. deC Man.: Shal Shallcross, I

Auto Deli

Service is o termines a the most ir and more b in favor o brings ther cheaper tha

has been de a large rese bulk and up

The de to a nomin ants for its

Mena

## The Finest Fish Obtainable

Careful selection of the sweetest fish caught in famous Passamaquoddy Bay, and careful and skillful handling in a modern, sanitary factory have made

## Brunswick Brand Sea Foods

the choice of all particular people.

They are unsurpassed in quality, have a flavor distinctly their own, and yield the dealer a liberal profit.

Are YOU handling this satisfaction-giving line? When ordering, be sure and get the name right.

### "BRUNSWICK"

## Connors Bros., Limited

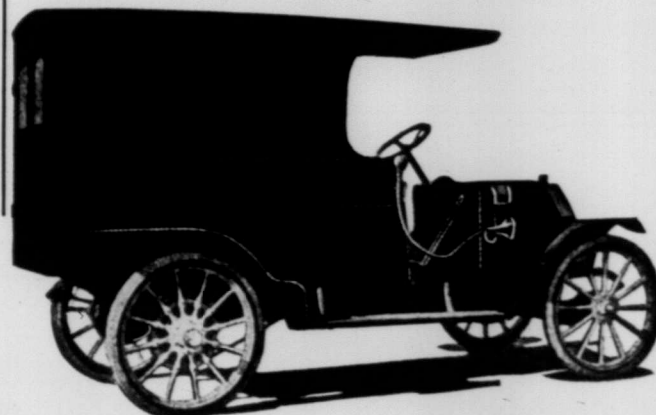
Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N. S.; C. H. B. Hillcoat, Sydney, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros. Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. deCarteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta; Johnston & Yockney, Edmonton, Alta; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.



## Auto Delivery Curtails Delivery Expenses

Service is one of the main features which determines a merchant's patronage, with delivery the most important part. Merchants are more and more beginning to realize the many points in favor of automobile delivery, because it brings them more business and because it is cheaper than any other method.



## The Menard Commercial Car

has been designed to meet the demand, and is a quiet car of great reliability, reasonable speed, with a large reserve of power and a frame of strength and size capable of carrying a load of considerable bulk and up to 1500 lbs. weight.

The design of tires used on the Menard Commercial Cars reduces the cost of maintaining tires to a nominal sum. There are many other features of the Menard that will impress it upon merchants for its superiority above all others.

Send for prices and full particulars.

## Menard Commercial Motor Car Co'y

WINDSOR, ONT.

**"GOLDEN RAY"**  
CLEANER

**A Remarkable Discovery**

This preparation is guaranteed to produce absolute satisfaction, not only as a HAND CLEANER, but also as A REMOVER OF ANY CLASS OF STAIN from the most valuable fabric without harm. It is not the outcome of a few minutes' experiment--years have been spent in perfecting it.

**"GOLDEN RAY" Cleans Anything**

A GOOD PROFITABLE LINE

No housewife can afford to be without it, as it serves one hundred purposes--may be used in cleaning hands, carpets, gloves, clothes, etc., so that she has only to purchase one tin instead of a number of individual preparations.

PACKED IN ATTRACTIVE LITHOGRAPHED TINS,

ALSO IN 5 LB. PAILS BEARING HIGHLY ARTISTIC LABELS.

EXCELLENT FOR WINDOW DISPLAYS.

SHOW CARDS PROVIDED FREE OF CHARGE

**FULLER & WAITE**

143 McGill St.

MONTREAL

WATCH OUT FOR  
**"GOLDEN RAY"**

**SOMETHING NEW**



And, what is more important, "SOMETHING GOOD." Once in a while a line comes along that is worth your while to push. Here's the line:

**Kitchener Brand JAMS**

The excellence of quality that characterizes all Kitchener Canned Goods is embodied in this line—you will see that from the start off they will win over the popular favor of your most particular trade.

The best ripe fruit, and highest grade sugar, with careful cooking and packing, are the features that make KITCHENER BRAND JAMS the popular choice.

GET QUOTATIONS and start  
right in to do a big business.

**OSHAWA CANNING CO., LIMITED**  
OSHAWA . . . . . ONTARIO

**TOBA**

Don't sa  
to  
ge

Don't th  
yo  
ch

Don't w  
Po  
th  
yo

Don't ma  
of

Master M  
King Geor  
Maple Sug

The Rock  
Quel

**Tuck**

**Orinoc**

**Tol**

NO BE  
JUS  
A LITTLE  
THA

**T**

**Hamilto**



## TOBACCO DONT'S

- Don't** say "I haven't it" when a customer asks for tobacco, say "I'll get it."
- Don't** think you can't sell tobacco, because you can. You have the best of chances.
- Don't** wait for the man to ask you for it. Point it out to him. In short, tell the women to tell their husbands you are carrying tobacco.
- Don't** make any mistake about the names of the leaders. They are

Master Mason - - Chewing  
 King George's Navy - Smoking  
 Maple Sugar - - Chewing

**The Rock City Tobacco Co.**  
 Quebec                  Winnipeg

## BANNER <sup>COLD BLAST</sup> LANTERN



### Notice to Dealers

Every purchaser of a

## Banner Lantern

can get a

**CALENDAR** for 1912

by filling in and mailing the coupon found in the

**LANTERN**

**Ontario Lantern and Lamp Co., Ltd.**

Head Office and Factory, HAMILTON, ONT

BRANCHES: MONTREAL AND WINNIPEG

## Tuckett's Orinoco Tobacco

NO BETTER  
 JUST  
 A LITTLE Milder  
 THAN



**Tuckett's Myrtle Cut Tobacco**

WHICH HAS THE LARGEST SALE IN CANADA.

**TUCKETT LIMITED**

Hamilton,

Ont.





**COFFEE** High Grade Coffees are up several cents per pound, but we will contract with you for the balance of the year for

# AURORA COFFEE

the same magnificent quality at the same prices. By this plan we will not only retain our many present customers, but hope to make many new ones. Now, don't miss your opportunity. Get a sample from us. We will send you a big sample on application. You are to be the judge. It's easy money to get in touch with us.

**W. H. GILLARD & CO.,** Wholesalers **HAMILTON, ONT.**

## SATISFIED CUSTOMERS



are all those to whom you sell

## Black Knight Stove Polish

The brilliancy of polish and its lasting qualities are features which will not be found in any other stove polish.

The polish comes quickly and goes slowly. It will not stain the hands.

Put up in attractive boxes. Feature this attractive line—your profit is assured.

Order from your jobber

**The F. F. DALLEY CO., Limited**  
Hamilton, Canada, and Buffalo, N.Y.

## It's the Profit That's Lost

By having your goods exposed to the sun that bears down heavily on the grocer. Why not save this and add appearance to your store by putting up an awning which will cost you practically nothing, in comparison to losses of spoilt or damaged stock.

WRITE US FOR QUOTATIONS

**Raymond Bros.**

London

Ontario

## TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

**ISLAND LEAD MILLS, LIMITED**

Tel. Address: "Laminated," London. LIMEHOUSE,  
A.B.C Codes used 4th and 5th Editions LONDON, E., ENG.

Canadian Agents HUGH LAMBE & CO., TORONTO  
J. HUNTER WHITE, ST. JOHN, N.B.  
CECIL T. GORDON, MONTREAL

## McLEAN

has it!

What?

## WHITE MOSS—

the very best Cocoanut

CANADIAN COCOANUT COMPANY, MONTREAL



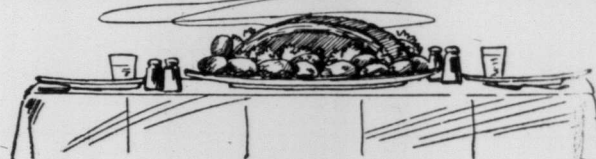
## ONTARIO PEOPLE'S SALT

has become the standard in the Canadian home and adds that wholesome zest to edibles so pleasing to the cook.

In the processing, purity and cleanliness reign throughout, making it the perfect salt for table or dairy use.

IT PAYS TO HANDLE THE BEST.

**The Ontario People's Salt & Soda Co., Limited**  
KINCARDINE, ONTARIO



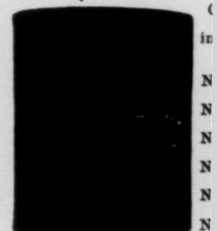
Broo

W.

HAMILTO

TWC

You can talk



LAPORTE, MARTIN & CO.,  
AGENCIES, THESE PR  
F.O.B. MONTRE  
IMPORTED PEAS "s

Sur Extra Fins.....	flacons
Extra Fins.....	tins kilo
Tres Fins.....	" "
Fins.....	" "
M-Fins.....	" "
Moyens No. 1.....	" "
Moyens No. 2.....	" "
Moyens No. 3.....	" "

Asparagus, Haricot

MINERVA PURE OIL

Case—		Case—	
12 litres.....	6 50	24 pin	
12 quarts.....	5 75	24 p	
Tins—		Tins—	
5 gals., 2s.....	23 00	1/2 gal.	
2 gals., 6s.....	29 00	1/4 gal.	
1 gal., 10s.....	25 00	1/2 gal.	
1/2 gal., 20s.....	26 00		

BASSIN DE VICHY WA

La Capitale, 50 qts.....	
La Neptune, 50 qts.....	
St. Nicolas, 50 qts.....	
La Sautas Sparkling, 50 qts.....	
" " " " 100 pts.....	
" " " " 100 splits.....	
Le Grande Savoureuse, 50s.....	

CASTILE SOAP

"Stiell," 72 per cent. Oliv	
Case 25 lbs., 11 lb. bars.....	
" " " " 12 lbs., 2 1/2 lb. bars.....	
" " " " 10 lbs., 3 lb. bars.....	
" " " " 9 lbs., 3 1/2 oz. bars.....	
" " " " 8 lbs., 3 1/2 oz. bars.....	
" " " " 7 lbs., 3 1/2 oz. bars.....	
" " " " 6 lbs., 3 1/2 oz. bars.....	
" " " " 5 lbs., 3 1/2 oz. bars.....	
" " " " 4 lbs., 3 1/2 oz. bars.....	
" " " " 3 lbs., 3 1/2 oz. bars.....	
" " " " 2 lbs., 3 1/2 oz. bars.....	
" " " " 1 lb., 3 1/2 oz. bars.....	
" " " " 25 lbs., loose.....	

Alimentary Pastes, Blanc & I

Alimentary Pastes, Blanc & I	
" " " " 25 lbs., 1 lb.....	
" " " " 25 lbs., loose.....	

DUFFY & CO. BRAI

Orange Juice, 12 qts.....	
" " " " 24 pts.....	
" " " " 36 splits.....	
Apple Juice, 12 qts.....	
" " " " 24 pts.....	
Champagne de Pomme, 12 qts.....	
" " " " 24 pts.....	

Brooms

Brooms

"BROOMS OF QUALITY"

are hard to get.

W. W. & CO. BRANDS are made up to the mark, always. Our customers know this and our Factory runs full time on "Quality" account.

TRY A SAMPLE SHIPMENT.

WALTER WOODS & CO.

HAMILTON

WINNIPEG

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper.

**CLARK'S PORK AND BEANS**  
in Tomato Sauce

Per doz	
No. 1, 4 doz.	0 50
in case....	0 50
No. 2, 2 doz.	
in case....	0 90
No. 3, flats, 2 doz in case	1 0
No. 3, talls, 2 doz in case	1 25
No. 6, 1 doz.	
in case....	4 00
No. 12, 1 doz.	
in case....	6 50

LAPORTE, MARTIN & CO., MONTREAL.  
AGENCIES. THESE PRICES ARE F.O.B. MONTREAL.

**IMPORTED PEAS "SOLEIL"**

Sur Extra Fins.....	40 Bou.	11 00
" " tins.....	100 tins	15 50
Extra Fins " " "	100 "	15 00
Trees Fins " " "	100 "	14 00
Fins " " "	100 "	12 50
Mi-Fins " " "	100 "	11 00
Moyens No. 1 " " "	100 "	10 00
Moyens No. 2 " " "	100 "	9 50
Moyens No. 3 " " "	100 "	8 75

**MINERVA PURE OLIVE OIL.**

Case-	
12 litres.....	6 50
12 quarts.....	5 75
Tins-	
5 gals., 2s.....	23 00
2 gals., 6s.....	29 00
1 gal., 10s.....	25 00
1/2 gal., 20s.....	26 00

**BASSIN DE VICHY WATERS.**

La Capitale, 50 qts.....	5 00
La Neptune, 50 qts.....	6 00
St. Nicolas, 50 qts.....	7 00
La Capitale Sparkling, 50 qts.....	8 00
" " 100 pts.....	9 00
" " 100 splits.....	4 00
Le Havre Savoureuse, 50 s.....	7 50

**CASTILE SOAP**

"Soleil," 72 per cent. Olive Oil	
Case, 25 lbs., 11 lb. bars.....	0 07 1/2 lb.
" " 12 lbs., 2 1/2 lb. bars.....	0 08 1/2 lb.
" " 10 lbs., 2 lb. bars.....	3 50 case
" " 10 lbs., 3 1/2 oz. bars.....	3 75 case

**"Soleil," 65 per cent. Olive Oil**

Case, 25 lbs., 11 lb. bars.....	0 07 lb.
" " 12 lbs., 2 1/2 lb. bars.....	0 08 lb.
" " 10 lbs., 2 lb. bars.....	3 25 case
" " 10 lbs., 3 1/2 oz. bars.....	1 80 case
" " 10 lbs., 3 1/2 oz. bars.....	3 40 case

**Alimentary Pastes, Blanc & Fils, Macaroni, Vermicelli, Animals, Small Pastes, etc.**

Case, 25 lbs., 1 lb.....	0 07 1/2
" " 25 lbs., loose.....	0 07

**DUFFY & CO. BRAND.**

Orange Juice, 12 qts.....	4 75
" " 24 pts.....	5 15
" " 36 splits.....	4 75
Apple Juice, 12 qts.....	4 50
" " 24 pts.....	4 75
Champagne de Pomme, 12 qts.....	5 00
" " 24 pts.....	5 50

**Matts Golden Russett—**

Sparkling Cider, 12 qts.....	5 00
" " 24 pts.....	5 50
Apple Vinegar, 12 qts.....	2 50

**Pastes.**  
THE C. H. CAPELLI CO., LIMITED,  
MONTREAL, CANADA  
Alimentary Pastes.  
"Swallow Brand" (Hirondelle).  
Vermicelli, Macaroni, Spaghetti, Macaroni Short Cut, Small Pastes assorted, Melon Seeds, Animals, Stars, Alphabets, Alphabets Middle.  
Cases of 25 packages, 1 lb..... 0 06  
Cases of 25 lbs., loose..... 0 05 1/2  
Egg noodles, cases of 50 pkgs., 1-lb. 0 06 1/2  
Egg noodles, cases of 10 lbs., loose... 0 06  
Lasagnes, cases of 10 lbs., loose..... 0 06  
Marguerite, all varieties, pkgs. only 0 05

**Cereals.**

**Post Toasties**  
**Grape Nuts**

Grape Nuts—No. 22, \$3.00; No. 23, \$4.50.  
Post Toasties—No. T3, \$2.85.  
Postum Cereal—No. 0, \$2.25; No. 1, \$2.70.

**FORCE**  
Force, 36's..... 4 50  
Gusto, 36's..... 85

**Mustard**  
COOLMAN'S OR KEEN'S  
Per doz.  
D.S.F., 1-lb. tins 1 40 F.D., 1-lb. tins... 1 45  
" " 1-lb. tins 2 50 Per jar  
" " 1-lb. tins 5 00 Durham, 4-lb. jar 0 75  
F.D., 1-lb. tins... 0 85 " 1-lb. jar 0 25

**IMPERIAL PREPARED MUSTARD**  
Ontario Prices.  
Small, case 4 dozen, per doz..... 0 45  
Medium, cases 2 dozen, per doz..... 0 90  
Large, cases 1 dozen, per dozen..... 1 35

**Canned Haddies, "Thistle" Brand**  
A. P. TIPPET & CO., AGENTS  
Cases 4 doz. each, flats, per case..... \$5 40  
Cases 4 doz. each, ovals, per case..... 5 40

**WRIGLEY'S SPEARMINT PEPPERMINT GUM**

100 Boxes.....	\$44 00
24 No. 3 Jars.....	33 60
12 No. 5 Jars.....	27 60

**Lard**  
N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.  
F.O.B. Montreal

Tierces, lb 0 10
20-lb. pails \$2 10
20-lb. tins, \$2 00
50-lb. tubs
per lb..... 10 1/2
3-lb. tins,
20 to case
per lb..... 0 11
5-lb. tins,
12 to case, per lb..... 0 10 1/2
10-lb. tins 6 to the case, per lb..... 0 10 1/2

**GUNNS "EASIFIRST" SHORTENING**  
Tierces.... 0 09  
Tubs.... 0 09 1/2  
30-lb. pails 0 10  
30-lb. tins 0 09 1/2  
10-lb. " 0 10 1/2  
5-lb. " 0 10 1/2  
3-lb. " 0 10 1/2  
1-lb. cartons 10 1/2

**Lye (Concentrated).**  
GILLETTE'S PERFUMED LYE  
Ontario and Quebec Prices.  
Per case  
1 case of 4 doz \$3 4  
3 cases of 4 doz 3 1/2  
5 cases of 4 doz 3 3/2

**Marmalade.**  
SHIRRIFF BRAND  
"Imperial Scotch"—  
1-lb. glass, doz... 1 55  
2-lb. glass, doz... 2 80  
4-lb. tins, doz... 4 65  
7-lb. tins, doz... 7 35  
"Shredded"—  
1-lb. glass, doz... 1 90  
2-lb. glass, doz... 3 10  
7-lb. tins, doz... 8 25

**Vermicelli and Macaroni.**  
D. SPINELLI C.Y. MONTREAL.

4 lbs. box "Special".....	per box	0 22
8 lbs. " " "Standard".....	"	0 44
5 lbs. " " "Standard".....	"	0 27 1/2
10 lbs. " " "Standard".....	"	0 55
60 lbs. cases or 75 lbs. bbls.....	per lb.	0 05
25 lbs. cases, 1 lb. pkgs (Vermicelli) " "	"	0 06
" " " " "Globe Brand".....	"	"
5 lbs. box "Standard".....	per box	0 30
10 lbs. " " "Standard".....	"	0 60
25 lbs. cases (loose).....	per lb.	0 06
25 lbs. cases, 1 lb. packages.....	"	0 06 1/2

**Jelly Powders**  
**JELL-O**  
The Dainty Dessert

Assorted Case, Contains 2 doz. \$1.50  
Lemon (Straight) Contains 2 doz. \$1.50  
Orange (Straight) Contains 2 doz. \$1.50  
Raspberry (Straight) Contains 2 doz. \$1.50  
Strawberry (Straight) Contains 2 doz. \$1.50  
Chocolate (Straight) Contains 2 doz. \$1.50  
Cherry (Straight) Contains 2 doz. \$1.50  
Peach (Straight) Contains 2 doz. \$1.50  
Weight 8 lbs. to case. Freight rate, 2d class.

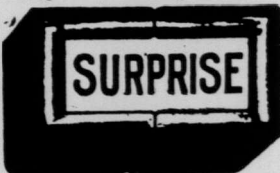
**JELL-O ICE CREAM POWDER**  
FOR MAKING ICE CREAM  
Pays 50¢ Profit

Assorted Case, Contains 2 doz. \$2 50  
Chocolate (Straight) Contains 2 doz. 2 50  
Vanilla (Straight) Contains 2 doz. 2 50  
Strawberry (Straight) Contains 2 doz. 2 50  
Lemon (Straight) Contains 2 doz. 2 50  
Unflavored (Straight) Contains 2 doz. 2 50  
Weight 11 lbs. to case. Freight rate, 3d class.

**IMPERIAL PURE AND DELICIOUS**  
TRUE FRUIT FLAVORS  
CARTONS EACH 1 DOZ.

Ontario Prices.  
Assorted flavors, \$1.75 per gross.  
IMPERIAL STERILIZED GELATINE.  
Ontario Prices.  
Cartons 1 doz. 90 cents per dozen.

Soap and Washing Powders



For sale by all grocers.

A. P. TIPPET & CO., AGENTS  
 Oriole soap, per gross 10 20  
 Florida soap, per gross 12 00  
 Straw hat polish, per gross 18 20



3 doz. to box..... \$3 60  
 6 doz. to box..... \$7 20  
 30 days.



5-case lots (delivered), \$4.15 each, with 20 bars of Quick Naptha as a free premium.



GENUINE. Packed 100 bars to case.



Prices—Ontario and Quebec:  
 Less than 5 cases..... \$5 00  
 Five cases or more..... \$4 95

SAPHO MFG. CO., LIMITED, MONTREAL.  
 "SAPHO" INSECTICIDE.  
 1-16 gall. doz. 2 00 1 gall. doz. 19 20  
 1/2 gall. doz. 6 00 1-16 gall. gross 20 00  
 1/2 gall. doz. 10 80 lot..... 20 00  
 "ANTI-RUST" SWEEPING POWDER  
 Size No. 1, 3 doz. crates, per doz. \$1 50  
 No. 2, 1 and 2 doz. crates, per doz. \$3 00  
 Liquid Bluing, 9c. per doz. Liquid Ammonia, 9c. per doz. Both put up in corrugated paper shipping boxes.

EDWARDSBURG STARCH CO., LIMITED  
 Boxes contain Laundry Starches Cents per lb.  
 40 lbs. Canada Laundry..... 0 05  
 40 lbs. Canada white gloss, 1 lb. pkgs. 0 05  
 48 lbs. No. 1 white or blue, 4 lb. cart. 0 06  
 48 lbs. No. 1 white or blue, 3 lb. cart. 0 06  
 100 lbs. bbls. No. 1 white..... 0 06  
 200 lbs. bbls. No. 1 white..... 0 06  
 30 lbs. Edwardsburg silver gloss, 1 lb. chromo packages..... 0 07  
 48 lbs. Silver gloss, in 6 lb. canisters..... 0 07  
 36 lbs. Silver gloss, 6 lb. draw lid boxes..... 0 07  
 100 lbs. kegs. Silver gloss, large crystals..... 0 06  
 28 lbs. Benson's satin, 1 lb. cartons, chromo label..... 0 07  
 40 lbs. Benson's enamel (cold water) per case..... 3 00  
 20 lbs. Benson's enamel (cold water) per case..... 1 50  
 Celluloid—Boxes containing 45 cart., per case..... 3 60  
 Culinary Starch  
 40 lbs. W. T. Benson & Co.'s celebrated prepared corn..... 0 07  
 40 lbs. Canada pure corn starch..... 0 05  
 (20 lb. boxes 1/2c. higher)

BRANTFORD STARCH WORKS, LIMITED  
 Ontario and Quebec.  
 Laundry Starches—  
 Canada Laundry, boxes of 40 lb. 0 05  
 Acme Gloss Starch—  
 1 lb. cartons, boxes of 40 lb. 0 05  
 Finest Quality White Laundry—  
 3-lb. canisters, cases of 48 lb. 0 06  
 Barrels, 200 lb. 0 06  
 Kegs, 100 lb. 0 05

Lily White Gloss—  
 1-lb. fancy cartons, cases 30 lb. 0 07  
 6-lb. toy trunks, 8 in case..... 0 08  
 8 in case..... 0 07  
 Kegs, ex. crystals, 100 lb. 0 06  
 Brantford Gloss—  
 1-lb. fancy boxes, cases 36 lb. 0 07  
 Canadian Electric Starch—  
 Boxes of 40 fancy pkgs., per case 3 00

OCEAN MILLS  
 Montreal  
 Chinese starch, 48 1-lb., per case \$4.00;  
 Ocean Baking Powder, 3-oz. tins, 4 doz per case, \$1.60; 4-oz tins, 4 doz per case, \$3.00; 8-oz. tins, 5 doz per case, \$6.50; 16-oz. tins, 3 doz per case, \$8.75; 5-lb. tins 10 tins a case, \$7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange, 48 8-oz., \$4;  
 Ocean borax, 48 8-oz., \$1.60; Ocean cough syrup, 36 6-oz., \$6.00; 36 8 oz., \$7.20; Ocean corn starch, 48 1-lb., \$3.60.

Soups  
 CHATEAU BRAND  
 CONCENTRATED SOUPS  
 Vegetable Mutton Broth  
 Mulligatawny Chicken  
 Ox Tail Pea  
 Scotch Broth Julienne  
 Mock Turtle  
 Vermicelli Tomato  
 Consomme Tomato  
 No. 1s, 95c. per dozen.  
 Individuals, 45c. per dozen  
 Packed 4 dozen in a case

SYMINGTON'S SOUPS  
 Quart packets, 9 varieties, dozen 0 90  
 Clear soups in stone jars, 5 varieties, dozen 1 40

Soda  
 OOW BRAND  
 Case of 1-lb. containing 60 packages per box \$3.00.  
 Case of 1/2-lb. containing 120 packages per box \$3.00.  
 Case of 1-lb. and 1/2-lb. containing 30 1-lb. and 60 1/2-lb. packages per box \$3.00.  
 Case of 5c. packages, containing 96 packages, per box \$3.00.

MAGIC SODA  
 Ontario and Quebec Prices. Per case  
 Case No. 1, 60 1-lb. packages..... \$2 85  
 Case No. 2, 120 1/2-lb. "..... 2 75  
 Case No. 3, 30 1-lb. "..... 2 75  
 Case No. 4, 60 1/2-lb. "..... 2 85  
 Case No. 5, 100 10-oz. "..... 2 80

Syrup  
 EDWARDSBURG STARCH CO., LTD.  
 Crown Brand Corn Syrup  
 2-lb. tins, 2 doz. in case, per case..... 2 40  
 5-lb. tins, 1 doz. in case, per case..... 2 75  
 10-lb. tins, 1/2 doz. in case, per case..... 2 65  
 20-lb. tins, 1/4 doz. in case, per case..... 2 60  
 Barrels, 700 lbs. .... 0 03  
 Half barrels, 350 lbs. .... 0 03  
 Quarter barrels, 175 lbs. .... 0 03  
 Pails, 33 1/2 "..... 1 75  
 Pails, 25 lbs., each..... 1 25

Lily White Corn Syrup. Per case  
 Plain tins, with label—  
 2 lb. tins, 2 doz. in case..... 3 00  
 5 " " " " "..... 2 90  
 20 " " " " "..... 2 85  
 5, 10 and 20 lb. tins have wire handles)  
 Beaver Brand Maple Syrup. Case  
 1 lb. tins 2 doz. in case..... \$3 50  
 5 " " " " "..... 4 00  
 10 " " " " "..... 3 95  
 20 " " " " "..... 3 90  
 (5, 10 and 20 lb. tins have wire handles)



OXO CUBES  
 Enamelled Price per Minimum re-selling prices  
 tins of dozen tins  
 4 cubes..... \$ 0 95 80 10  
 10 cubes..... 2 40 0 25  
 50 cubes..... 11 60 1 15  
 100 cubes..... 21 50 2 25  
 OXO (Liquid) Minimum re-selling prices  
 Bottles Prices  
 1 doz. 1-oz. .... \$ 2 90 80 20  
 1 doz. 2-oz. .... 3 50 0 35  
 1 doz. 4-oz. .... 6 50 0 65  
 1 doz. 8-oz. .... 11 25 1 10  
 1 doz. 16-oz. .... 18 50 1 75

Cream Tartar.  
 GILLET'S CREAM TARTAR  
 Ontario and Quebec Prices.  
 1-lb. paper pkgs., 4 doz. in case..... \$1 00  
 1-lb. paper pkgs., 4 doz. in case..... 2 00  
 4 doz. 1-lb. paper pkgs. } assorted..... \$8 00  
 2 doz. 1-lb. paper pkgs. }  
 1-lb. cans with screw covers, 4 doz. in case..... \$2 20  
 1-lb. cans with screw covers, 3 doz. in case..... 4 10  
 5-lb. sq. canisters, 1/2 doz. in case..... 0 33  
 10-lb. wooden boxes..... 0 20 1/2  
 25-lb. wooden pails..... 0 30 1/2  
 100-lb. kegs..... 0 28 1/2  
 360-lb. barrels..... 0 28

Milk.  
 CANADA FIRST BRAND  
 The Aylmer Condensed Milk Co., Ltd.  
 Per case  
 Canada First Evap. Cream family size.. 3 50  
 Canada First Evap. Cream medium size 4 80  
 Canada First Evaporated Cream, hotel size..... 3 70  
 Canada First Evaporated Cream, baby size..... 2 00  
 Canada First Condensed Milk..... 4 55  
 Beaver Condensed Milk..... 4 00  
 Rosebud Condensed Milk..... 4 25

Molasses  
 DOMINION MOLASSES CO.  
 Gingerbread Brand (Toronto)  
 2s-3 doz. to case..... \$2 85  
 3s-2 doz. to case..... \$2 85  
 WINNIPEG  
 No. 2—Tins, 2 doz. cases, per doz..... 1 08  
 No. 3—Tins, 2 doz. cases, per doz..... 1 67  
 No. 5—Tins, 1 doz. cases, per doz..... 2 98  
 No. 10—Tins, 1/2 doz. cases, per doz..... 4 83  
 No. 20—Tins, 1/4 doz. cases, per doz..... 10 90  
 Pails—1s, each..... 0 62  
 Pails—2s, each..... 0 96  
 Pails—5s, each..... 2 10  
 DOMOLCO BRAND.  
 Maritime Provinces and Ontario:  
 2s, 2 doz. case, per doz..... \$1 35  
 3s, 2 doz. case, per doz..... 1 95  
 5s, 1 doz. case, per doz..... 1 75  
 10s, 1/2 doz. case, per case..... 3 40  
 20s, 1/4 doz. case, per case..... 3 65  
 Western Prices—Sudbury to Victoria.  
 2s, 2 doz. case, per doz..... 1 60  
 3s, 2 doz. case, per doz..... 2 35  
 5s, 1 doz. case, per doz..... 4 60  
 10s, 1/2 doz. case, per case..... 4 15  
 20s, 1/4 doz. case, per case..... 3 80

Sauces  
 PATERSON'S WORCESTER SAUCE  
 1-pint bottles, 3 and 4 dozen cases, doz 0 90  
 1-pint bottles, 3 dozen cases doz..... 1 75  
 H. P. Sauce— Per dozen  
 Cases of 3 dozen..... \$1 90  
 H. P. Pickles—  
 Cases of 2 dozen pints 3 35  
 Cases of 3 dozen 4 pints 2 25

HOLBROOK'S IMPORTED PUNCH SAUCE.  
 Large, packed in 3-doz. case..... Per dozen \$2 25  
 Medium, packed in 3-doz. case..... 1 40  
 HOLBROOK'S IMP. WORCESTERSHIRE SAUCE  
 Per dozen  
 Rep. 1/2 pints, packed in 6-doz. case..... 2 25  
 Imp. 1/2 pints, packed in 4-doz. case..... 3 15  
 Rep. quarts, packed in 2-doz. case..... 6 50  
 Stove Polish  
 JAMES DOME BLACK LEAD  
 6s size, gross \$2 40. 2s size, gross, \$2 50  
 Nugget Polishes.  
 Polish, Black and Tan..... doz. 0 85  
 Metal Outfits, Black and Tan..... 3 65  
 Card Outfits, Black and Tan..... 3 25  
 Creams and White Cleaner..... 1 10

Tobacco.  
 IMPERIAL TOBACCO COMPANY OF CANADA,  
 LIMITED—EMPIRE BRANCH.  
 Chewing—Black Watch, 6s..... 44  
 Black Watch, 12s..... 45  
 Bobs, 6s and 12s..... 46  
 Bully, 6s..... 44  
 Currency, 6s and 12s..... 46  
 Stag, 5s to 1b..... 38  
 Old Fox, 12s..... 44  
 Pay Roll Bars, 7s..... 56  
 Pay Roll, 7s..... 56  
 War Horse, 6s..... 42  
 Plug Smoking—Shamrock, 6s, plug or bar 54  
 Empire 6s and 12s..... 44  
 Ivy, 7s..... 50  
 Starlight, 7s..... 50  
 Cut Smoking—Great West Pouches, 6s..... 59  
 Regal Cube Cut, 9s..... 70

Teas  
 THE 'SALADA' TEA CO.  
 Wholesale Retail  
 East of Winnipeg only.  
 Brown Label, 1's and 1/2's..... \$0 25 8 30  
 Green Label, 1's and 1/2's..... 0 27 35  
 Blue Label, 1's, 1/2's and 1/4's..... 0 30 40  
 Red Label, 1's and 1/2's..... 0 36 50  
 Gold Label, 1/2's..... 0 44 60  
 Red-Gold Label, 1/2's..... 0 55 80



Blue Label, 1's..... 0 21 26  
 Blue Label, 1/2's..... 0 20 25  
 Orange Label, 1's and 1/2's..... 0 23 30  
 Brown Label, 1' and 1/2's..... 0 28 40  
 Brown Label, 1's..... 0 30 40  
 Green Label, 1's and 1/2's..... 0 35 50  
 Red Label, 1's..... 0 40 60

MELAGAMA TEA  
 MINTO BROS.,  
 45 Front St. East  
 We pack in 60 and 100 lb. cases. All delivered prices.

Wholesale Retail  
 Brown Label, 1 lb. or 1/2..... 0 25 0 30  
 Red " 1 lb. or 1/2..... 0 27 0 35  
 Green " 1s, or 1/2..... 0 30 0 40  
 Blue " 1s, or 1/2..... 0 35 0 50  
 Yellow " 1s, or 1/2..... 0 40 0 50  
 Purple " 1/2 only..... 0 55 0 80  
 Gold " 1/2 only..... 0 70 1 00

Ceylon Tea, in and 1/2-lb. lead packages—black or mixed.  
 Black Label, 1-lb., retail at 25c..... \$0 20  
 Black Label, 1/2-lb., retail at 25c..... 0 21  
 Blue Label, retail at 30c..... 0 24  
 Green Label, retail at 40c..... 0 30  
 Red Label, retail at 50c..... 0 42  
 Brown Label, retail at 60c..... 0 48  
 Gold Label, retail at 80c..... 0 55

Jams and Jellies  
 T. UPTON & CO.  
 Compound Jams—red raspberry, strawberry, peach, plum, red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry. 12-oz. glass jars, 2 doz. in case, \$1 per doz.; No. 2 tin, 2 doz. in case, \$1.50 per doz.; No. 5 tin pails, 3 pails in crate, 37c. per pail; No. 7 tin pails, 6 pails in crate, 52c. per pail; No. 7 wood pails, 6 pails in crate, 52c. per pail; 30-lb. wood pails, 7c. per lb. Packed in assorted cases or crates if desired.

Compound Jellies—raspberry, strawberry, black currant, red currant, pineapple, 12-oz. glass jars, 2 doz. in case, \$1 per doz.; No. 2 tin, 2 doz. in case, \$1.50 per doz.; No. 5 tin pails 9 pails in crate, 37c. per pail; No. 7 wood pails, 6 pails in crate 52c. per pail; 30-lb. wood pails, 7c. per lb. Packed in assorted cases or crates if desired.  
 Pure Orange Marmalade—guaranteed finest quality. 12-oz. glass jars 2 doz. in case, \$1.10 per doz.; 16-oz. glass jars 2 doz. in case, \$1.50 per doz.; pint sealers, 1 doz. in case, \$2.25 per doz.; No. 2 tins, 2 doz. in case, \$2 per doz.; No. 4 tins, 2 doz. in case, \$2 per tin; No. 5 tins, 9 in case, 40c. per tin; No. 7 tins, 12 in case, 55c. per tin; No. 7 wood pails, 6 in crate, 55c. per pail; 30-lb. wood pails, 7c. per lb.

Jelly Powders.  
 WHITE SWAN SPICE AND CEREAL, LTD.  
 White Swan 15 flavors, 1 lb. in handsome water carton, per doz., 90c.

List price.  
 "Shirriff's" (all flavors), per doz. 0 90  
 Discounts on application.  
 Yeast  
 D. Ontario and Quebec Prices  
 Royal Yeast, 3 dozen 5-cent packages..... \$1 15  
 Gillett's Cream Yeast, 3 dozen in..... 1 15

LASCO  
 Sugar, Ru  
 EV  
 and every  
 hour of  
 every day  
 there is  
 call for  
 the use of  
 S N  
 HAND  
 It removes  
 does not inj  
 skin. Every  
 SNAP CO  
 MO  
 FREQUENCY O  
 Every elev  
 Pickford & Bl  
 leaves Halifax  
 ada, St. Kitt  
 Barbados, Tr  
 Amerera; the  
 occupying this  
 For further p  
 apply  
 PICKFORD & I  
 HALIFAX.

# LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON,

JAMAICA

EXPORTERS OF

Sugar, Rum, Coffee, Cocoa, Pimento and all West Indian Produce

## EVERY DAY

and every  
hour of  
every day  
there is  
call for  
the use of



# SNAP HAND CLEANER

It removes easily all kinds of soil and does not injure or roughen the tenderest skin. Every dealer should carry SNAP.

**SNAP COMPANY, Limited**  
MONTREAL, QUE.

## WARNING!

Crescent



Brand

### SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

**BRUNNER, MOND & CO., LIMITED**  
WINN & HOLLAND, Agents  
MONTREAL

### FREQUENCY OF SAILINGS

Every eleventh day a Pickford & Black steamer leaves Halifax for Barbuda, St. Kitts, Antigua, Barbados, Trinidad and Memerara; the round trip occupying thirty days.

For further particulars apply to

**PICKFORD & BLACK, Ltd.**  
Agents  
HALIFAX, N.S.



## OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

## KNIFE POLISH

**JOHN OAKEY & SONS, Limited**

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

## Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE



---

---

# THIS SOAP

has a reputation for absolute purity and superior quality that makes it easy to sell. Little known brands take time and talk to make a sale, and the busy merchant has no time for either. He prefers the Soap that people buy without urging---and so he sticks to SURPRISE.

---

---

**THE ST. CROIX SOAP MFG. CO.**

Factory at ST. STEPHEN, N.B.

Branches: MONTREAL TORONTO WINNIPEG VANCOUVER WEST INDIES

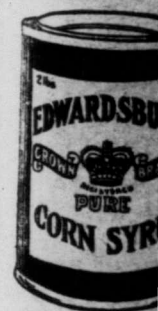
CA  
A

Montreal: 781-782 East

VOL. XXVI.



Toronto Office  
30 Church Street



is not only  
but also th